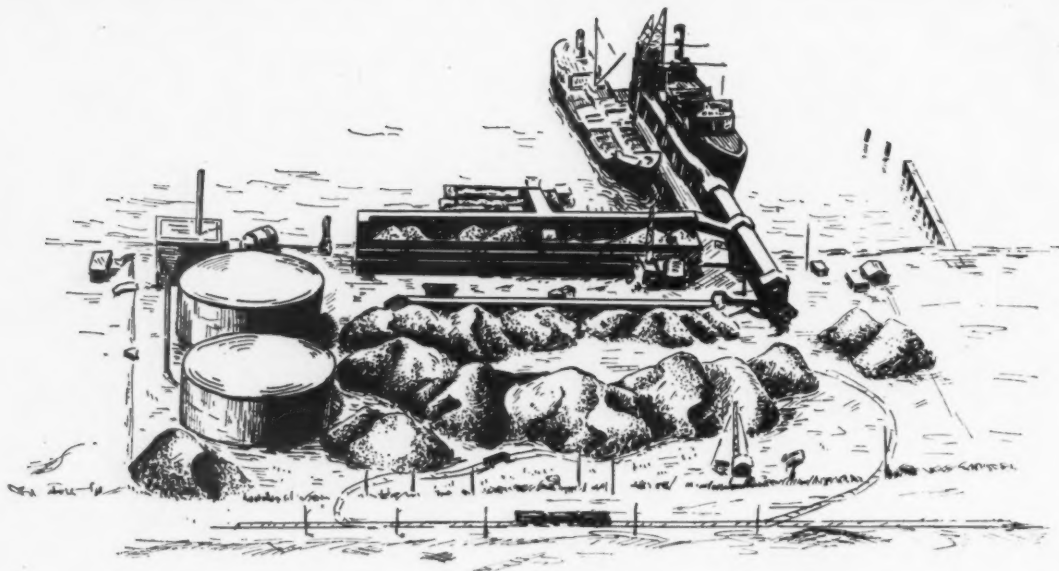


*Connecticut* **INDUSTRY**

**JUNE  
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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.  
VOL. 24 - NO. 6 - JUNE, 1946

L. M. BINGHAM, Editor

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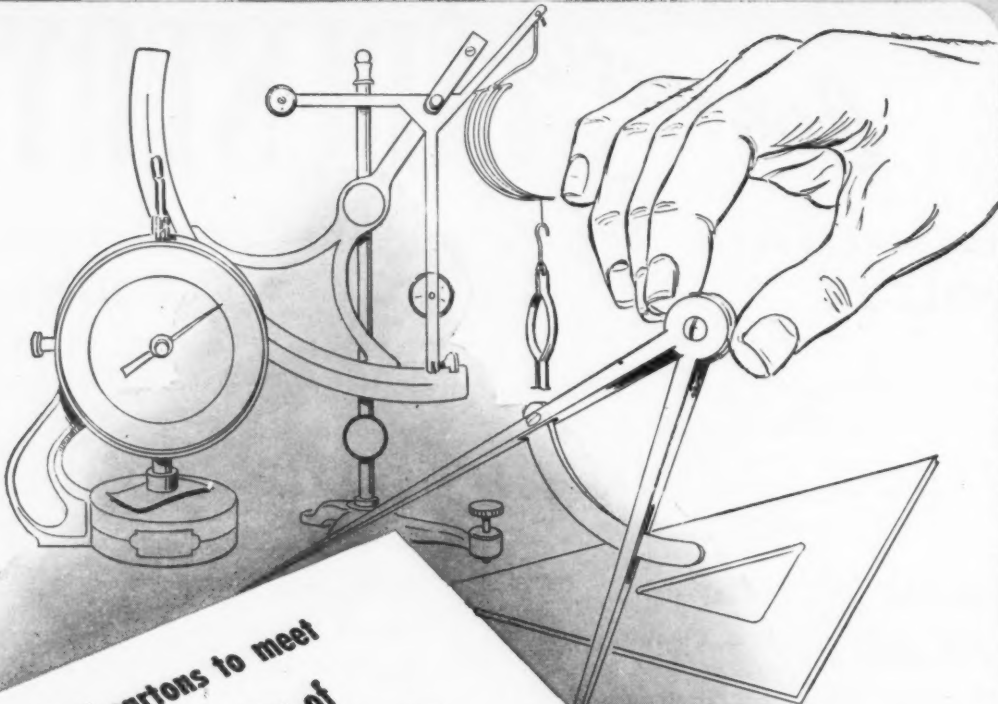
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Published monthly by the Manufacturers' Association of Connecticut, Inc., with executive offices at 436 Capitol Avenue, Hartford, Connecticut. Entered as second-class matter January 29, 1929, at the post office at Hartford, Connecticut, under the Act of March 3, 1879. As the official magazine of the Manufacturers' Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents and for the opinion of its writers. Subscription Rates: \$4.00 for 3 years; one year, \$1.50; 20¢ a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



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# Wanted:

## Business Men With Guts

THE railroads have found it necessary to reduce their passenger service by 25 per cent.

American towns and cities are going back to a wartime brown-out. Nylon hose production has reached a standstill. There will not be enough anti-freeze to protect next winter's motor cars—and, of course, not nearly enough new cars.

During April, one million ingot tons of sorely needed steel were *not* produced. Lead and zinc are not being turned out in the amounts needed. The cotton industry is cutting its production rate by 25 per cent.

Why? Because there's a depression? No. There's more money than ever, more demand for goods than ever, more need than ever for an expanding economy.

Instead, we strangle honest initiative and open the door to ruthless, lawless black market racketeering. It sure is a hell of a way to run a country. Who's responsible? The government? But it says in the books that *we* are the government. Has Mr. Truman, then, become a dictator? Hardly.

Who, then, *is* running the country? The answer is, the wrong people. The wrong people are running it because the right people won't do anything about it.

The Gallup Poll shows that an overwhelming majority of the American people want something done about the strike situation in this country.

Why isn't it done? Does Congress represent the people—or labor unions and lobbyists?

Blame the people if you want. But blame them only because they don't know what to do. And, above all, blame those responsible persons in the community and the nation who could tell them what to do and don't.

Blame yourself, Mr. Businessman.

Reconversion is being sorely retarded. Inflation is staring us in the face because not enough goods are being made to soak up all the loose money floating around. The biggest and best future this country ever faced is being thrown out the window.

The government itself has called the recent soft coal strike a "national disaster."

But "national disaster" is an oratorical generality. It cannot compare in public interest to the siege of Alcatraz, the final release of *The Outlaw* or the arrival of the circus.

But it sure gains in interest when it's interpreted in terms of no new car, no new washer, no new refrigerator, no new anything that everybody wants and isn't getting.

American business—which supports the American economy—should have the courage, at this time, to talk brass tacks (unless their production has also fallen off) to the American people. The advertising they ordinarily would employ to push the products they are not now making could be put to no better use than to present the facts to the public—the plain, unvarnished facts, devoid of name-calling or privilege-seeking. The time is too late for name-calling. The situation is too grave for privilege-seeking.

*And asking that anyone given power be given an equal amount of responsibility under law is not fascism or reaction. It is the very essence of democracy.*

The same brains and facilities that have sold millions of dollars' worth of products and services to the American people are available for this job.

It is a job that should be done. All that is lacking so far is the courage to do it.

*Malcolm E. Dittmar*

Hartford, Conn.

## THE MAN WHO LEARNED TO WALK AGAIN

"Look out, Frank!" . . . but the warning came too late . . . the electrician fell 14 feet from his perch on the ladder and lay on the floor . . . both heels broken . . . his wrist fractured. Then long, weary weeks in casts in the hospital under competent medical care and he was pronounced healed. But he couldn't walk right or even stand for any length of time. He didn't know what to do . . . was despondent about his inability to work again.

Then, Frank was sent to Liberty Mutual's Rehabilitation Center in Boston. There he was given whirl-pool bath, heat and massage treatments. He was taught to stand while he operated hand printing presses, used sand blocks, performed block hammering with his injured wrist. He bicycled, played pool and ping pong. And he learned to walk again. In only 8 weeks, his card was marked "normal wrist motion, marked improvement in gait, increased tolerance of both legs" and Frank was ready to go back to his old job — confident, willing and able.

There are many Connecticut men and women like Frank who are being helped back to normal, gainful employment by Liberty Mutual's Rehabilitation Center. This Center not only reduces the term of disability of the worker — and reduces insurance costs for the policyholder — but it also restores the skill, confidence and hope of injured workers.

You'll be interested in the many other ways in which Liberty Mutual — largest writer of Compensation Insurance in Connecticut and nationwide — has reduced insurance costs for Connecticut business. You can get full information by writing, telephoning or visiting your nearest Liberty Mutual office.



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# A Sense of Mission

By ALFRED C. FULLER, *President*

**T**HE transference of warfare from the battlefields abroad since V-J Day to conference rooms overheated with tempers of labor, management and government representatives, is a startling demonstration that 5,000 years of civilizing influence has failed to give man an unbroken focus on his mission in the world.

During many periods of history men have caught the spirit of crusading for something bigger than themselves—and while they retained the impelling force of inward convictions, they made great contributions toward a better world. Our early philosophers, the founders of the world's religions, men of science and many of our earlier national leaders of this country, were sterling examples of men who had a deep sense of responsibility to perform a worthwhile mission during the few short years of their lives.

They and thousands, perhaps a few million, of lesser known persons—members of the clergy, physicians, scientists, teachers, business men and workers in all walks of life—through their keen "sense of mission" in life, have influenced the lives of many more millions sufficient to give us the highly organized society we now have. It was men with such deep seated convictions who generated in all of us the power to cooperate together to win all our wars beginning with the Revolutionary War.

Why then, after reaching the heights of cooperative organization to win an objective like World War II, which seemed bigger and more important than our narrow self-interest, do we suddenly permit the smoothly functioning machinery of cooperation to be sabotaged by men who blindly demand the "last pound of flesh" to satisfy their own lust for power, or by men with a low sense of mission whose chief purpose in life is to destroy our democratic way of life? Sociologists and psychologists claim that this non-cooperative fighting mood which today seriously threatens our American system, and for that matter world civilization, is the same type of hangover from which the primitive warrior suffered centuries ago when he went through all kinds of purifying rites after passing through a particularly low state of debauchery.

Even though we pride ourselves in being too well educated to stoop to the semi-suicidal mystic rites as a means of purifying ourselves for normal living, and whether we admit that we suffer from the reactions of fears, guilt and insecurity as a result of our war efforts, the fact remains that the actions of a small group of power-thirsty labor leaders, in cooperation with vote-hungry politicians, outright revolutionaries and well-meaning but misguided thought molders, are leading us through a kind of civil war far more destructive than the semi-suicidal rites of the cannibals.

As everyone knows who takes time to think, to study the laws that have been passed since 1932, and to note what is happening today to employers, to workers who prefer not to strike, to consumers and to our whole national

economy, we have had a bloodless revolution in this country. The noose is being pulled tighter and tighter, with every work stoppage, around the way of life for which we fought two wars within a generation. Although the revolution includes too many phases to discuss here, the stranglehold created by one phase—the passage of the Wagner Act—gives labor protections and encouragement to organize and coerce even by using methods unlawful if done by other than strikers. At the same time, the Wagner Act denies any protection against injuries suffered by employers or others as a result of the use of coercive methods. The Norris-LaGuardia Anti-Injunction Act and the findings of New Deal courts further complement the destructive force of the Wagner Act by making it impossible for employers to get injunctions against any outrages union members may commit, even though they are shown to be open conspiracies for which employers would be held in violation of the anti-trust laws.

What shall be done about the situation? As Arthur Krock of the New York Tribune well puts it, "What Congress can do, it can undo. The unions have attained their present stranglehold over the nation by means of these laws, and the stranglehold can gradually be reduced by amending them."

The truth is that we have enough law, in the opinion of many attorneys, in the Smith-Connally Act amendment to the Selective Service Act, recently extended, and in the anti-trust acts, to relieve the stranglehold of a few labor leaders, if President Truman would insist that the Justice Department apply its power to remedy the situation. If more power is needed to modify the Wagner Act to apply with equal firmness to both labor and employers, Mr. Truman could probably push through such legislation at this time. However, instead he merely asks for stop-gap legislation which drafts workers into the Army if they strike against the government after it has taken over a private business. Such legislation provides not only a very subtle bridgehead over which revolutionary-minded labor leaders could drive us from a democracy into a completely government-controlled economy by refusing to work for anyone except the government, but it also besmirches the honor of being a member of the armed forces of the United States.

(Continued on page 26)



# Look to the Physical Plant for Cost Improvements

By ELIAS I. KELSEY, *Industrial Engineer, Milford, Connecticut*

**A**T a time when so much attention is demanded by problems of securing adequate manual effort, together with stimulating and assuring wage systems, far too little thought is being given the physical plant. Management engineers are doing excellent work in extending the benefits of management controls and improving wage administration. Likewise, more and more attention is being applied by specialists to product design and redesign for standardization and simplification in manufacture. This is encouraging, for right now the opportunities for standardization are excellent and the need is greater than ever.

While all this is going on it is rather surprising to find that the majority of manufacturers are not directing a corresponding amount of specialized effort to the improvement of manufacturing facilities. Too often, it is found, this responsibility is left to busy production heads, or to maintenance personnel who, though skillful mechanics, would not ordinarily have the experience scope or cost knowledge needed for today's special problems. Three factors contributing to this situation are:

1. The physical plant usually gives the illusion of readiness. It is right there producing, or has in the past, and is being counted on to produce in the future.
2. The lack of immediate availability, and the apparent high cost of the facilities considered desirable.
3. The lack of engineering personnel having the experience and available time for such tasks.

Everyone has his conception of a perfect plant, but seldom is the ideal plant based on the ideal use of capital. Furthermore, the ideal plant of yesterday will not be an ideal plant by tomorrow. Physical plants therefore need continual attention to keep them up to date and in reasonable repair. To do this most intelligently and economically, one must know wherein lies the economic balance point between the ideal plant and the facilities he now



ELIAS I. KELSEY

Mr. Kelsey is a consulting industrial engineer specializing in mechanical methods, and their proper use for cost improvement. During the 20 years he has been connected with the chemical and mechanical industries he has held positions of: Asst. Purchasing Agent, Development Engineer, Industrial Engineer, Project Engineer, Post-War Planning Engineer, and Chief Engineer.

For the most part he has had to live with his projects including after-the-fact check up of performances and savings.

has. This can be established fairly definitely through an orderly and thorough facilities study. Such findings logically belong in any company's overall cost-improvement program.

## Making a Facilities Study

In order to confine this discussion to plant facilities it is assumed that references are to established products and processes, or if new, that the products are substantially in their final design and fundamentally acceptable processes have been simultaneously worked out.

As with any engineering problem, the first task in a facilities investigation is the accumulation of basic facts, such as performance data and the operating conditions they represent. Here an outsider usually does the best job as he necessarily makes fewer as-

sumptions. No attempt will be made to list the facts necessary for a facilities study since these will vary widely in importance with each plant. One could spend full time collecting data and never quite get to the point of using it. It is better therefore, to proceed with the principal subjects for consideration in the analysis of manufacturing needs, and let the actual collation of facts to support judgement take its proper place in relation to the importance of the decision to be made.

## I. Check the Flow of Work, Raw Materials and Supplies

Using the existing process sequence, or on new products a tentative process, prepare schematic flow sheets showing:

- (a) Quantities or volumes being consumed, moved and discharged all along the line of flow.
- (b) Points at which important special services or controls are required.
- (c) Indicate points requiring access to, or from the operational unit, and tie together points requiring close quality or quantity inter-relations.

## II. Facilities Calculations

As a preliminary determination of manufacturing facilities:

- (a) Set up capacities for separate operating units based on actual production performances. To obtain per cent productivity of each separate operating unit, divide actual output into its theoretical maximum possible output.
- (b) Fix production quotas; that is, finished product output desired per day, month, or year, and the working time in hours available for such output under existing operating standards.
- (c) Prepare preliminary list of operating equipment indicated as being required according to these factors.



### III. Facilities Determination

Here is where mechanical experience and ingenuity must be brought into action, first in comprehending the work to be done on the product, manufacturing tolerances, etc., and second, in a detailed and critical examination of present or contemplated manufacturing methods. The following items will help to organize thinking in gaining lower costs through proper facilities.

(A) *Existing or contemplated machine methods.* What improvements can be made which will result in one or more of the following advantages: increased output; reduced manual attention; improved safety, quality, or working conditions?

1. Determine the most favorable *operating speeds*. Most equipment manufacturers are conservative. Actual cases can be sighted where output has been increased as much as 50% through increased operating speed. While this wears out the equipment faster, the shorter life is more than offset by the increased productivity with respect to invested capital and fixed expense. Reduced speed can also result in higher output, if it eliminates frequent stops and heavy losses in machine time. However, the first consideration in such cases is to investigate and attempt to correct the causes of the stoppages. Changes in speeds usually require corrections in other operating adjustments, such as feed rates, pressures, coolants, safety considerations, etc.

2. Automatic and semi-automatic *feeding and discharging devices*. This is probably the most obvious of all mechanical improvements and is being covered fairly well. There are, however, an increasing number of equipment manufacturers offering standard hoppers, magazine feeds, stock handling devices and transfer fingers so that even this well-worn path still produces many worthwhile opportunities.

3. *Controls*. Automatic stops, protective relays, counters, automatic and semi-automatic controls of all kinds can help in reducing lost machine time, and in pointing out why and when production interferences occur. Reductions in tool breakage or in scrap losses often pay for such attachments in a short period.

4. Consider the *state of repair* of a piece of machinery before re-scheduling it for a heavy operating load. Time out for substantial repairs, or

even complete overhaul, may save production time and expense later. New bearing surfaces and squared up work supports, are the types of repair bills most easily paid for through improved quality and machine time saved. Standardization of similar machines for interchangeability of tooling, is often postponed indefinitely because it costs more than a minimum repair job. Closer analysis often shows that increased flexibility and improved machine loading will more than pay for these extra alterations.

5. *Modernization* of present machine methods. Latest models, though possibly not immediately available, should be considered from the standpoint of economic justification, and this information used in planning process trends, and judging expenditures for machine design projects. The use of more suitable models, from the standpoint of output or quality, may be possible through transfers within the company, or purchase of used machines.

(B) *Increased mechanization* of manufacturing operations is one of the surest ways of obtaining the foregoing advantages. It can be accomplished through many considerations, such as:

1. *Motorization* of existing units. While individual motor drives are not always the most economical for power consumption, they may still be justified through improved flexibility, quality control, safety, and working conditions. Power drives in place of manual operations usually pay quick returns in increased output, reduced fatigue, and improved quality.

2. Ingenuity in the *adaptation* of commercially available machines or their component parts to new and sometimes highly specialized uses has resulted in reducing manual operations, and improving uniformity and output. This is one of the most interesting of mechanical problems and offers extra premiums in the time required to put into effect as compared with the design and construction of completely special units.

3. *Auxiliary operations* such as materials handling, packaging, processing, inspection, etc., are now highly mechanized in many plants. Equipment manufacturers of today offer excellent basic units, and the engineering services with which to help solve many of these problems. Any plant producing in medium to large quantities should benefit.

4. *Special purpose machines* need not be limited to large complicated automatic units. Many short cuts to lower costs have been effected through simple automatic or semi-automatic devices doing operations formerly done by hand. The larger the project the better the selling job needed to obtain authorization. It is just as important to the mechanical methods engineer as it is to management that the potential savings be carefully evaluated. On large projects, controversies over the mechanical practicability of certain features of the proposed unit often prevent approvals of final design or construction expense. These stalemates have been broken by working out some simple experimental means for demonstrating the workability of the particular motion or control in question. When quantities are large, or present manual methods costly, there are always good prospects of cost reductions through special equipment. If the job is too large to be handled within your company along with other work, it is wise to utilize the services of specialists in machine design and development.

(C) *Favorable tooling* is more generally the result of cooperative thinking than from any one individual's recommendations. This is true because there exists among individuals such a wide divergence of opinions, due, of course, to the tremendous scope of the subject within which most personal experiences are sadly limited. Therefore it is entirely normal for individuals to be influenced by personal preferences without due consideration to other important matters.

1. *Tool cost and useful life*. Certainly it is not necessary to argue the point that management should know the estimated cost of a tool before authorizing it. Also that this cost be viewed with the benefit of at least a cursory economic analysis based on: the expected useful life of the tool; the expected product demand for the tool; the probability of obsolescence; and is it more apt to break than wear out?

2. *Flexibility*. When possible a tool should always be made so that it can be used on more than one machine, unless of course limited choice of machines necessitates a tool expense inconsistent with benefits derived. When a tool must be limited to a certain machine or machines, then production machine loading schedules

(Continued on page 29)

# Post-War Handling Developments of Unit Loads\*

By CURTIS H. BARKER, Jr., *Director of Research and Service, Pallet Sales Company, New York, and Supervisory Editor of "FLOW"*

**N**EVER before has any one function of business enterprise received such sudden and widespread consideration as that which is today being focused on the handling of materials. From the largest to the smallest concerns, by presidents, members of boards of directors representing financial institutions and operating men of practically all levels and responsibilities are displaying a consciousness of the importance of bringing their materials handling and physical distribution of their product up-to-date. This phenomenal situation is the result of:

1. The lack of realization of the potentialities in the past due to concentration on many other pressing problems closer to top management.
2. Results of practices adopted by the armed services being brought

AS ASSISTANT MANAGER OF PRODUCTION of the Bridgeport plant of the General Electric Company Mr. Barker became aware of the importance of handling and storing materials efficiently. Later he was given the additional responsibilities of specifying all handling equipment to be used and was made responsible for its proper application. During this period innumerable new product lines were manufactured at the plant and the fork truck pallet system was developed to an unusually high efficiency. He is author of many papers covering new and unique materials handling developments. During World War II the Navy Department secured his release from the General Electric Company to organize and act as Technical Director of the Navy Materials Handling Program. He has been very active in his present capacity as Director of Research and Service for the Pallet Sales Company since his release by the Navy Department last August. He has also been Supervisory Editor of "FLOW" magazine since its inception last year.

home to practically all industries.

3. An appreciation of increases in output of men and machines

under stress of war by relieving operators of all handling possible with an accompanying lightening of handling labor costs.

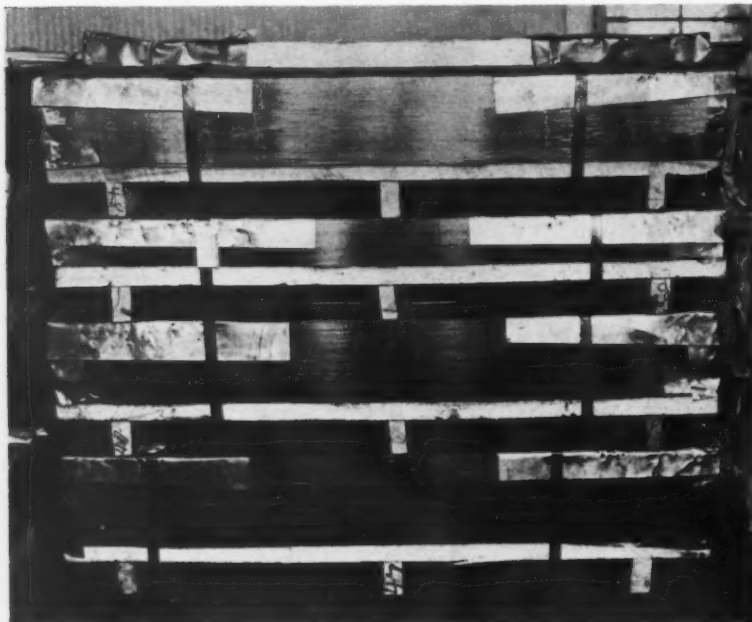
5. The new high value of all building space.
6. Cries for lower distribution costs.
7. The reduction in spread between cost and selling price by governmental edict calls for the greatest efficiency in handling to be competitive, and
8. Evident reduction of damage and pilferage by reduced handling.

It can be truly be called "The Materials Handling Era."

I prefer not to dwell on the accomplishments of the Navy's Materials Handling Program as much has been said and written about what all the Armed Services did in order to accomplish their tremendous tasks.

Rather than try to cover storage and handling of unit loads in an area, I will attempt to reveal just what has been happening since V-J Day that might affect the future program of almost any company. By far the most significant fact is that nearly everyone is starting out with an earnest endeavor to take advantage of the unit load wherever possible. A unit load may be 4000 lbs. of high finish strip metal in a corrugated carton, steel strapped to a couple of runners, a wooden or metal container so constructed that it can be picked up and moved by a variety of equipment or any one of dozens of types of palletized unit loads combining approximately 20 to 100 smaller units into one mass for handling.

Let us just consider the results of the transformation of the unit load of metal strip. Today usually 400 to 500 lbs. are boxed for which the consumer pays 25 cents per 100 lbs. It costs the manufacturer of the metal more than that if he can obtain the boxes or the lumber. Why not give consideration to a pack of no greater cost for ten times the amount of materials, in this instance for custom-



THE SAVING IN BOXING and handling labor over usual methods is very evident in this unit load of sheet steel.

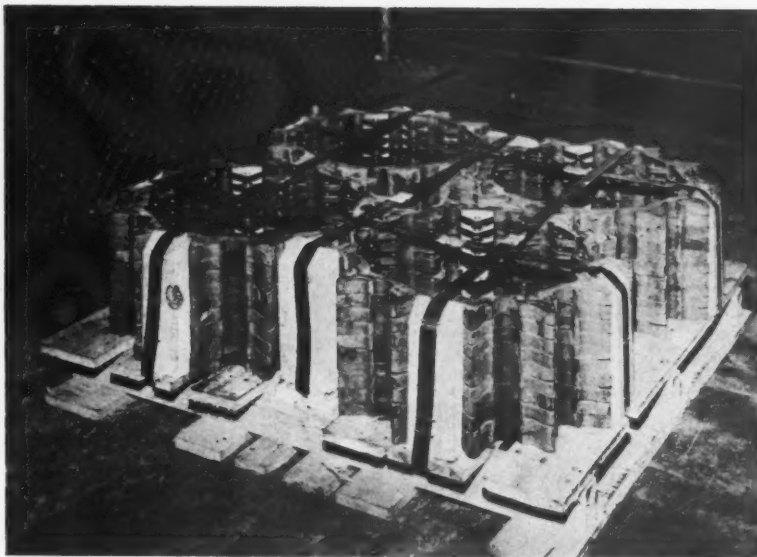
\* Outline of a talk recently presented at AMA Conference in Atlantic City.

ers making quantity purchases. If they are not already equipped to handle these units they soon will be in some manner. In many instances, that larger economical unit can be broken down into smaller units to meet situations in the customer's plant. If we work on the basis that the new pack must not cost any more than the former pack, and in most instances it should cost considerably less, then all handling economies are bona fide savings.

I do not want to convey the impression that one type of container is better than the other—they all have their place. What really is needed is a consideration of the handling techniques, storage and shipping practices in determining the most suitable container. This simply means a realignment of containers used for certain jobs. An example of a misuse of corrugated cartons exists when bulk material placed within settles, placing the entire load of whatever is placed upon it on the side walls of the carton. Naturally, economies must rule, taking all factors into consideration. As is usually found, the manufacturer or the industry which is progressive in meeting current needs usually gets its share.

Just recently three of the largest automobile manufacturers have instructed practically all of their suppliers to make shipments in palletized unit loads or unit loads depending on the product. This means that all of their assembly plants will be receiving unit loads delivered directly to assembly lines, some involving tiers of tray separators strapped to pallets. Unit loads will reduce packing costs and revolutionize a large percentage of the packaging requirements. The very fact that these extensive programs are underway before favorable rates for the movement of pallets by rail are established indicates that a saving in packing costs is to be realized.

Although the automotive industry with its huge volume and tremendous diversity of materials usually leads the way in adopting new techniques, it is not alone in progressing in this field today. The paper industry, which was one of the first to make shipments on skids, is making plans to modernize their methods by shipping on pallets. This is being instituted at the request of the nation's largest consumers of paper for printing purposes. The canners, particularly on the West Coast, are continuing to make shipments of



**THIS UNIT LOAD OF SPROCKETS** was dropped 30" without incurring any damage to product or pack.

palletized unit loads largely over the highway, a practice started during the war. Large numbers of practically every conceivable industry are unit loading for their own handling and including in their plans the use of unit loads to distribution points and large customers. These plans are being given priority of consideration in the design and layout of both new and altered plants.

The main deterrent to greater progress in unit load transportation is the unwillingness of the Association of American Railroads and the I. C. C. to treat pallets as dunnage instead of containers which they are not. The pal-

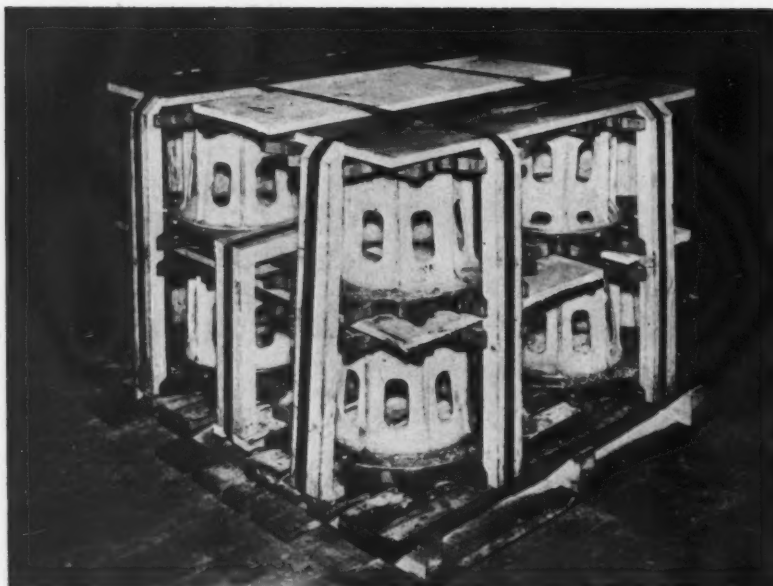
lets should be subject to the free dunnage allowance and then take a special lower tariff rather than that of the commodity which they bear. The return of pallets should also be covered by a special rate. Frankly, the railroads admit the reductions in damage claims, faster loading and unloading, the economies of handling and storing their own supplies, particularly those roads that have cooperated with special rates within a particular state. They are, however, afraid the swing to pallets will be so rapid and so great their earned income will be seriously affected if rates are reduced. All bold steps taken by this country in the past have not worked out that way and I, for one, have enough confidence in the ingenuity of American industries to make just as large profits by greater volume even with the squeeze between cost and selling price. I would like to see every company that would like to ship in unit loads, but can't because of these unfair rates, exert pressure on the railroads serving them or on the Association.

Many railroad executives have stated that they will be ready to handle LCL freight in unit loads when the demand arises. All we require is a fair rate so that the growth of carload movements will not be impeded; then LCL movements in unit loads will come along in due time virtually of their own volition. Many railroads have spent huge sums of money in equipping permanent dunnage cars for



**THE UNIQUE AND SECURE** unit load of track for amphibious vehicles which produced handsome savings.





SPARE HUBS FOR LVT'S HUBS, a costly item to box, was palletized with packing savings in addition to economies in handling.

specific uses by their shippers, but this has been confined probably to the certain big companies under pressure of competition. The highway truckers are cooperating in unit load movements and will offer plenty of competition.

One railroad executive writes, "Will the railroads be able to use pallets in less than carload business? And when? By using unit loads we can reduce our claim payments but we all must take this step at one time." I thought his expressed views would be interesting.

Necessity has often proved to be the mother of invention. Instead of waiting for the railroads to act favorably, why not ship products on a light weight, low cost pallet that may be classed as expendable or use a slightly heavier pallet, yet economical in cost where product weight, dimensions, weight distribution or necessary storage prior to shipment requires such a pallet, in which case the pallet may be used for more than one trip? Inadequate supply of basic materials is the only reason my company has not been able to launch these new lines. Procurement of sufficient materials is a common problem today, but with plants resuming operations as a result of strike settlements, we look forward to early price ceiling adjustments by the O. P. A. so that some of the most needed items can be produced in quantities at least bearing some relation to the demands at a reasonable profit

comparable to other items made from the same basic material. Even substitute materials are practically unobtainable in carload lots today. Nationwide announcements will be made just as soon as materials are available for volume production.

I know you want to know more about the building up of stable unit loads. Today we know of about five general types:

1. A box or protected piece of equipment mounted on runners.
2. Steel strapped unit loads, the next most common, which may involve a number of framed separators to keep parts in place, or simply the securing of a number of containers or flat material to the pallet.
3. Glued unit loads which can be applied only to certain types of containers, such as some cartoned goods, wood boxes and

some bagged goods. Considerable progress is being made along these lines.

4. Loose palletized loads confined to containers containing products such as canned goods that permit overhang on pallets to help obtain tight stowage without breakage. Care must be exercised to obtain good results. Twine around top layer serves as a very good binder.
5. Box pallets made by stapling narrow scored flaps of collapsible corrugated tube to the pallet and strapping corrugated cap to both tube and pallet. An innumerable number of small odd shaped packages can be placed in the box pallet. Particularly adaptable for consolidated cars.

It will pay dividends to devote considerable time to working up the design of strapped unit loads with separators or tray separators, as usually this type affords the greatest economies. The automotive and electrical industries are deeply involved in working out these details.

During the war some outstanding packing economies were effected in this manner, in connection with track for landing vehicles, tracked. (L. V. T.)

The table below shows a comparison of the old and unit load methods.

Savings per month of both material and labor amounted to \$16,250 with 312 less loads to be handled. Similar savings but not so glaring were obtained with sprockets and hubs.

During the prewar period this unit load produced total savings of \$277,000 the first year even though the pallets had to be returned 900 miles. The cost of the pallets was calculated on a basis of ten round trips and practically all of the original lot made many more trips than that.

As one interested in handling I will take the opportunity to tell a group involved in packaging and

(Continued on page 28)

	Old Method	Unit Load Method
Number of pitches to a load	60	90
Number of loads per 100 vehicles	311 boxes	207 Unit loads
Gross weight per load	1,407 lbs.	1,800 lbs.
Board feet of lumber per unit	75	6
Weight of lumber per unit	220 lbs.	20 lbs.
Total board feet of lumber used		
100 vehicles	23,325	1,242
Total weight of lumber used		
100 vehicles	68,420 lbs.	4,140 lbs.



# Are Results Planned For or Hoped For?

**Ed. Note:** The writer of this brief down-to-earth article, who prefers to remain anonymous, is a practical industrial advertising man of seasoned experience and a member of the Industrial Advertising and Marketing Council—The Western New England Chapter of NIAA. Advertising and merchandise managers of other Connecticut companies, whether members of NIAA or not, are invited to contribute their views on any phase of sales promotion or marketing.

**C**HECK your promotional plan against these nine points! Because most problems are subject to solution if broken down into small increments, we suggest some of the basic considerations that can determine the success or failure of any advertising or promotional venture.

While some advertising men seem to like to throw out a sort of protective screen of professional sounding jargon, and be regarded as high priests of something or other that is very mystic, it is our observation that effective advertising, promotion or merchandising is largely a combination of common sense, a small amount of specialized knowledge and a lot of hard work.

Any sales transaction is finally resolved into a personal contact between a sales person and a prospective buyer. It is this final person-to-person transaction that completes a sale for you—that determines finally the effectiveness of your advertising or promotion.

**Point 1**—See to it that complete information on your product is available in such a form that the entire story will reach the sales person in an easy-to-read-and-understand form.

There are so many persons involved before that final sales transaction is completed—it is so many steps removed from the factory sales department—that instead of wonder at the lack of effectiveness in some instances, one can be amazed at any results at all.

Here is a possible course that information must take to reach a sales person on many industrial products.

- Sales Office
- Branch Sales Office
- Salesman
- Jobber Buyer
- Jobber Sales Manager
- Jobber Salesman
- Retailer
- Clerk
- Consumer

**Point 2**—Be sure that each person through whose hands the essential in-

formation has to pass has it in such form that it is either easy for him to use, or in such form that he will pass it on as received. Maybe you had better see that each gets it direct from you, also.

None of us is motivated in the same manner nor at the same time. An attractive deal getting to the attention of a sales manager when he is completely immersed in another equally good proposition can leave him cold.

**Point 3**—It isn't so much what form your offer or sales proposition takes as it is how many different ways you can present it.

Some one has said, "The profit on a manufactured item has not been made until the last third of a dozen leave the retailer's shelf." That observation will yield good promotional gold every time it is pondered.

**Point 4**—Any method or device that assists the retailer in the final sale of your product assists you.

There are many, many things that can be done in promotion that do not cost money. A lot of time can be spent in seeing to it that salesmen are completely informed about the reason why the product was brought out, why it was made as it was, how it came to be priced as it is, what the competitive situation is and what the trade had to say during the initial survey.

**Point 5**—Effective promotion isn't determined by the amount of money spent.

Often a new problem will be presented with the age old plea, "We want something different in the way of promotional matter." That plea has been responsible for a lot of cockeyed ideas, and a lot of wasted time. If the request were changed to, "Let's see what we need to do a thorough promotional job," nine times out of ten the something different will eventuate out of a careful and complete analysis and instead of being a shot in the dark will have a reason for being.

**Point 6**—Don't waste time looking for something different. Do a careful complete analysis of what is needed. Decide what can be used effectively, and how much you can afford to use.

Much money is wasted, much ill will built up through over-optimism as to when goods will be off the production line. It is natural for an enthusiastic sales manager to want to start selling, but he will be happier in the long run if goods are in the warehouse in substantial quantity before he is permitted to start his sales drive.

An otherwise effective promotional job can be almost completely blanked out by lack of goods at the time that general publicity is released. An extended delay between making the sale and the delivery of the goods may require a complete re-selling job.

**Point 7**—Schedule release of publicity and promotion on the basis of when material will be available. Better to be two months late with promotion than a month late with product.

It takes an appreciable length of time for each factor in the distribution chain to complete its job. In the set up under Point 2, for instance, it might take four weeks for salesmen to make the rounds of their jobbers. Obviously there is no point in breaking publicity to the retailers until jobbers salesmen have been advised and equipped. Not much can be gained, nor can the results be as effective if consumer advertising is released before retailers have stock on hand.

**Point 8**—Schedule publicity or promotion in relation to the time necessary to set the stage for its most effective use.

There are many companies who get along very well by supplying salesmen with samples, a catalog page and a price list. If length of time to get distribution is unlimited and if competition doesn't threaten, this method will continue to be effective.

The more ways you can use and the completeness with which you can inform your prospect and the sales person concerned with that final sale, the quicker the results.

**Point 9**—Effective distribution equals time divided by promotional effort.

(Continued on page 14)

# A National Union For Today's "Forgotten Men"

By RICHARD L. HAPGOOD

**I**T all came about as somewhat of a surprise, and developed very suddenly. Just as the "embattled farmer" of Lexington and Concord in 1775 "fired the shot heard round the world," so from Lexington in 1946 has come a spark which gives promise of igniting 50 million thrifty people—"Today's Forgotten Men" who, through their savings, own the tools of production—into action for a cause of justice.

It started when Allen W. Rucker of Lexington, president of The Eddy-Rucker-Nickels Company, Cambridge, Mass., management counsellors, gave a radio talk over Boston station WCOP last December on the then current Labor-Management Conference and the President's "fact-finding" commission. Mr. Rucker, who is the author of numerous publications including the book, "Labor's Road to Plenty," attacked the conference as an arbitrary substitution of the judgment of a handful of men for the democratic process of bargaining. This was depriving, he said, 50 millions of thrifty Americans, who through the investment of their life's savings are the real owners of America's tools of production, of their fundamental right to representation at labor-management conferences, "fact-finding" commissions, and any other methods of settling labor disputes. He called for government to give these thrifty Americans a square deal.

In the course of this radio talk, he made this significant and pointed statement.

"In our country's urgent need of such a square deal, it would be no surprise if 50 million American tool-owners should organize themselves into a union of their own for the purpose of regaining equality before the law; a union formed to reassert their fundamental human right to enjoy the fruits of their labor and self-denial; a union formed to re-establish their position as the primary source of the tools upon which depend the working-man's productivity, pay, and prosperity."

How that prediction became fact, how from this simple suggestion has

grown an organization of national proportions, composed of interested and enthusiastic supporters from all parts of the country, is an extraordinary story of the birth of an idea and its spontaneous spread far and wide.

Interested listeners to that radio broadcast wrote for copies of the talk so that they could pass them on to their friends and other interested persons. More than 5,000 reprints of it were requested and distributed; and then the deluge of letters, telegrams, and telephone calls began to pour in, urging that it was a grand idea and that something should be done about it.

Starting slowly and on a small scale at first, Mr. Rucker inserted a series of full-page advertisements in the *Lexington Minute Man*, in which he laid the basic points before his fellow townsmen, and asked for their opinion. The response was overwhelming. Enthusiastic people obtained over 12,000 reprints of the advertisement and themselves mailed them throughout the nation. Following that, requests for more reprints arrived from almost

every state in the union, and from hundreds of communities situated in distant as well as nearby spots.

## National Organization

Mr. Rucker then went to New York, and presented the idea to a group of prominent economists, business leaders, and editors. When the response to his talk at this luncheon meeting was not only applause but cheers, he decided to go ahead with it and to establish a national organization which would have local chapters in cities, communities, and congressional districts. Needless to say, Mr. Rucker was "drafted," considerably against his personal wishes, to be president of the organization, because the magic of his leadership and economic prominence would be the inspiration of others.

So, in the advertisement appearing in the March 14 issue of the *Lexington Minute Man*, the "Call to Action" was issued, and readers were invited to join a "Tool Owners Union." The advertisement also contained application blanks for membership, providing a \$1 contribution for regular membership, \$5 for contributing membership, and \$10 for supporting membership. More than 25,000 copies of this and the other advertisements have been circulated, and contributions flowed in to the national headquarters office, which was soon set up in Lexington.

Thus was the Tool Owners Union born. It is a non-stock, non-profit, non-political corporation, chartered under the laws of the State of Delaware, managed by a Board of Founders, and advised by a National Advisory Committee. The Board of Founders includes Mr. Rucker, who is president of the national organization; Fred H. Nickels, vice-president of The Eddy-Rucker-Nickels Company; R. E. Desvernine, prominent New York attorney and author of "Democratic Despotism"; Richard Stanton Rimanczy, of New York, economist and co-author of "How We Live." Commander Philip M. Clark, USNR, Ret., is national treasurer of the Union.

Local Chapter No. 1 has been estab-



ALLEN W. RUCKER, president of The Eddy-Rucker-Nickels Co., Cambridge, Mass. and president of the "Tool Owners Union."

lished in Lexington, Mass., and Local Chapter No. 2 is shortly to be chartered in Tucson, Arizona, where more than 100 persons have already signed up for membership. Demand for local chapter charters is growing spontaneously and comes from widely separated cities, such as Bridgeport, Conn., Akron, Ohio, Philadelphia, Penna., St. Louis, Mo., Bristol, Conn., Natick, Mass., Chicago, Ill., Los Angeles, Calif., and many others throughout the country. During this whole period of barely two months since inception, communications have been received from every state in the union, and more recently from communities in Canada whose leaders have expressed enthusiastic interest and support.

### Basic Principles

The basic principles of Tool Owners Union are quite simple. The purpose is to represent the 50 million Americans who own the tools of production, and to protect their interests against arbitrary and undemocratic methods sponsored by government or any minority group for settling management-labor disputes on wage rates and other pertinent problems. All the details of the educational work will be handled by the local chapters, which will spread the message among the tool owners themselves and will provide representation before legislative hearings, governmental conferences, and similar gatherings.

Mr. Rucker has repeatedly stated the fundamental points of Tool Owners Union in his radio broadcasts and the advertisements carried in the Lexington *Minute Man*:

"The life's savings of 50 million thrifty Americans, directly through ownership of corporate securities and unincorporated firms, and indirectly through ownership of life insurance, savings accounts, trust funds, and annuities, are invested in the means of production—the land, buildings, and machinery used by business. These things are the tools of production. And the real owners of those tools are these 50 million Americans, who through labor and self-denial, have accumulated the savings that have made these tools possible.

"Now every workman knows that the tools he uses are the sources of his livelihood. Without a taxi-cab, the taxi-driver would be no more than a rickshaw boy; without the boring

machine, the hydraulic press, or the turret lathe, the machinist would be no more than a day laborer at a day laborer's scale of wages. Without tools of production, the users of tools could produce barely enough to exist.

"Moreover, every workingman knows that tools are always wearing out or becoming obsolete. In either case, the tools must be replaced with new ones. Throughout industry are thousands of tools that need to be replaced. . . . If they are not replaced now, no power under the sun can maintain production enough to prevent a drop in the real earnings of working people, regardless of wage rates.

"From where is the money coming to replace these tools?

"There is just one source—the savings of some 50 million thrifty Americans. These thrifty people, these tool-owners, accumulate savings from what are erroneously called business profits. The right name for profits is 'payments for the use and renewal of tools'.

"Unless these people are safeguarded in their right to receive legitimate competitive earnings from their tools, they are just not going to put their life savings into replacing old tools and installing new ones. . . . And to obtain those new tools so urgently

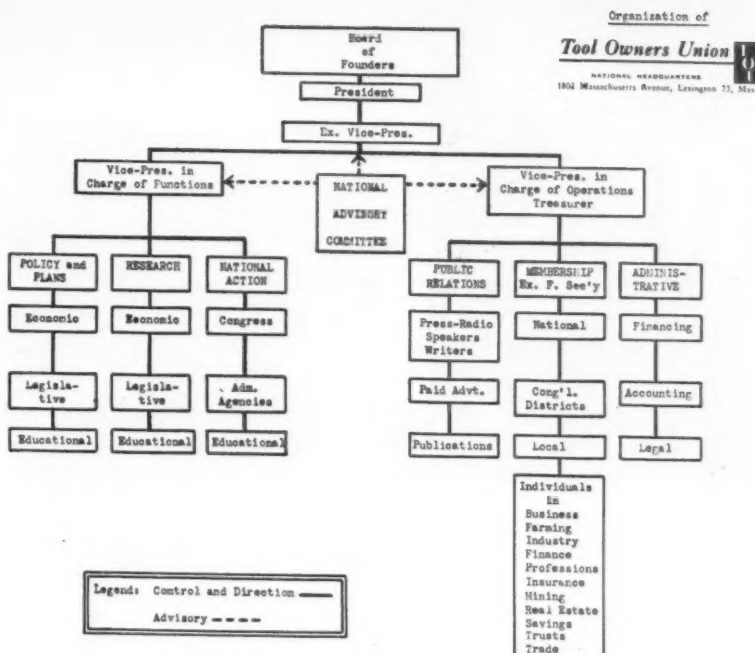
needed, 50 million thrifty Americans must be safeguarded in their right to receive payments for the use of their tools. The incentive to save and invest in private enterprise rests solely upon that right. To deny or to seriously infringe that right is to destroy the incentive to thrift, and with it, the source of funds necessary to renew and increase the tools of production. . . .

"The right of bargaining belongs quite as much to tool-owners who provide the mechanical energy of production as it belongs to the labor unions whose members provide the muscular energy of production. Nonetheless, it has for many years been the persistent practice of the Federal government to violate this right and to discriminate against our 50 million unorganized tool-owners. And what has been the result?

"According to Official U. S. Treasury Department reports, it has been over 15 years since as many as one-half of corporations earned a taxable profit. With the exception of two or three war years, there hasn't been a year in the past 15 when more than one-half of corporations earned enough to make any payments to tool-owners for the use of their tools. . . .

"When the Federal government adopts any policy that undermines the

(Continued on page 27)







## HANDS ACROSS THE SEA

**T**HE ringing truth of the statement that "one half of the world doesn't know how the other half lives" has been proved repeatedly by those who have troubled themselves to make a personal check on the situation here at home. Now reports from government officials, ex-president Herbert Hoover and American observers bring startling proof that only with the help of food supplies from this country and others able to give it, can millions of children and men and women in Europe and Asia avoid tragic death from starvation.

Even though a plague of domestic difficulties now besets us, and we cannot see first-hand evidence of any "good Samaritan" acts we perform for people abroad, as in the case of help given to a nearby neighbor, the American conscience can better solve its own problems if it is thoroughly aroused to sacrifice of its comparatively bountiful food supplies to save the lives of far-off neighbors.

By using our time and some of our strength, as symbolized by the photo

of "hands covering seeds," and by following the recommendations of Governor Baldwin and the State Office of Food Administration, as set forth below, everyone can do his part toward relieving suffering and saving lives throughout the famine areas of the world.

The recommendations are:

**WASTE NOT!**—Clean your plate; use leftovers; turn surplus fats into salvage; don't hoard scarce foods.

**WHAT CAN YOU DO AT HOME?**—Grow a garden for summer and winter food; grow meat substitutes like lima, kidney, navy and soy beans; store root crops for next winter; can or freeze culled fowl; if you can't grow a garden, buy commercially grown vegetables to can or freeze; don't raise poultry or pigs unless you are sure 'of grain.

**WHAT CAN THE FARMER DO?**—Feed grain to livestock economically; use more pasture and forage crops; cull all flocks and herds severely; raise corn for grain.

**WHAT CAN YOU DO IN THE KITCHEN?**—Use less wheat and fats; skip bread and rolls one meal each day; use potatoes instead of bread; broil or bake meats instead of frying them; save all fat drippings for seasoning and baking; use vegetables generously; substitute fruit desserts for pastry; omit bread stuffings.

**WHAT CAN YOUR TOWN COMMITTEE DO?**—Tell everyone in your town all about this program (meetings, movies, discussion, posters, restaurant table-cards); promote community garden plots in settled areas; see that every eating place in your town supports the State and National Program.

**WHAT CAN EACH FACTORY MANAGEMENT DO?**—Reemphasize to employees through meetings, employee publications, bulletin and loud speaker appeals the great need for everyone to follow the suggestions in the State Program.

### Are Results Planned For?

(Continued from page 11)

Effective advertising or promotion is the result of common sense, hard work and timing.

Here are nine points that can be checked to predetermine the effectiveness of any program.

1. Is complete information easily available?
2. Does plan provide for information to reach each factor in distribution chain?
3. How will it work (not how much does it cost)?
4. Does your material assist in the final sale?
5. How will it work? How much does it cost?
6. Has each step been planned? Or have you hung the whole promotion on one "idea"?
7. Are you sure product is or will be in warehouse when promotion starts?
8. Have you allowed time enough to set the stage?
9. How quickly do you want or need results?



# Determining the Market for New Products

By HOLCOMB YORK, President, York Research Corporation of Connecticut, Stamford

**M**ORE than two-thirds of all manufacturers in the United States will produce, in the immediate postwar period, new products which they have never manufactured before. A few of these products will be successful, but most will fail to find receptive markets.

Before a manufacturer can have reasonable assurance that he can sell his new product successfully, it is imperative for him to know two fundamental things about it:

1. That his price is in line with competition.
2. That his product is acceptable to his potential market.

The extent to which he knows these things will determine his chances of success. If he has little or no specific information, especially on the second point, he is engaging in an out-and-out gamble.

## Risks Can Be Controlled

A great many of the uncertainties connected with marketing a new product are controllable. American manufacturing techniques are based upon careful analysis, planning and control, but for some strange reason, this analytical approach frequently is cast to the winds when the problem becomes one of marketing and distribution. This is particularly true when it involves the marketing of a new product, or when it is decided to extend the sales of an old product to new fields.

The manufacturer, under these circumstances, usually has convinced himself and his associates, that his product is exactly what buyers want, but if this confidence is not based upon qualified market survey results and springs solely from casual opinions of salesmen, distributors and others who have a *direct or indirect interest in the effort to market the product*, he is taking chances, which are serious, as well as unnecessary.

## Investigate Preferences

Let us consider, as a typical example, the innumerable products now coming on the market which contain the well publicized D.D.T. insecticide in liquid and powder form and in various types and sizes of containers. They are identical in that each contains a percentage of D.D.T., but a few will be successful and many will



HOLCOMB YORK

fail. Why? The determining factor, as usual, will be the preferences of the market.

Inasmuch as all of these products are basically the same, success or failure will hinge on other factors, such as the shape, size or even the color of the container, or the means provided for applying the liquid or powder or the percentage of D.D.T. preferred by users, or the presence of some added chemical, or perhaps simply on the price. Under these conditions, the fact that a product is an excellent one will have no bearing whatever on its chances of success, and as information can be secured as to what the actual market preferences are, the advantages to be gained from a careful market investigation seem quite obvious. Moreover, the knowledge thus acquired will add immeasurably to the effectiveness of future sales effort, sales promotion and advertising.

Possibly each producer of these D.D.T. products will endeavor to gather some such information, in which case its value will depend upon the methods used to obtain it. If properly conducted a market survey will provide the manufacturer with a wealth of information at relatively little cost.

## Benefits of Basic Data

He may learn, for instance, that preferences vary between rural and urban areas or between the north and the south, or the east and the west, or that many people are afraid to use

it at all. He can learn at what price the greatest volume of sales will be made and the size of package preferred. Or he may even discover, that 90% of the potential buyers are not interested in killing cockroaches, flies or mosquitos, what they really want it for is to kill fleas or bedbugs.

All information secured will guide his production plans, advertising and distribution methods, for he will know where and how to sell his product, how to distribute it, the size and type of container preferred, what prejudices must be overcome by salesmen, sales promotion or advertising and if necessary, how to change his package or his formula. Moreover, in having the survey made he will also secure a great deal of information about his competition, competitive prices, size of the potential market, etc. (With all the facts in hand, he may discover that it is a highly competitive market and that he can only hope to distribute successfully within a few hundred miles of his plant, instead of nationally, as he had planned, or that he cannot hope to compete at all.)

In either case he will have basic data on which to make necessary decisions—and an executive's decision can be no better than his information.

## Careful Analysis Required

Casual or unorganized data may not reflect true conditions and if information cannot be relied upon, it is useless. A manufacturer may have his salesmen make inquiries and discuss a proposed product with distributors, but the information obtained in this manner has generally proved to be more confusing than helpful. Their natural tendency is to lend encouragement, for salesmen and distributors have a *direct interest in marketing the product*. The last thing in the world the manufacturer needs at this stage is well-meaning approval and the asset of a salesman's enthusiasm is a liability under these conditions. What the company really needs are cold, unvarnished facts known as research data.

Salesmen and distributors may be successful in securing marketing data in special instances, but there are many reasons why the results usually are unsatisfactory. In the first place the techniques involved in making a marketing survey are just as intricate and

(Continued on page 40)

## NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

**CHARGING THAT AN** "unsound economic policy" is being forced upon the American public by certain leaders of organized labor, while a labor appeasement policy is being pursued by the government, William P. Kirk, vice-president of Pratt and Whitney Division, Niles-Bement-Pond Company, West Hartford, laid the responsibility for the current production difficulties in industry at the doors of these two groups.

Mr. Kirk, who is also president of the National Machine Tool Builders Association, addressed a meeting of the American Machine Tool Distributors Association at Chicago recently. He recommended a program of government-encouraged accelerated production to the full-scale peak in order to reach the postwar objectives of employment stability, fair prices to consumers and a higher standard of living.

Mr. Kirk reminded the association that the use of improved productive equipment, such as machine tools, will in itself produce a price control effect because of decreased production costs. This factor, according to Mr. Kirk, coupled with the natural human desires to want as many new comforts and conveniences as can be developed by industry and science, will lead to a sound economic security if industry

is soon given a green light, unstymied by the organized labor-government combination.

★ ★ ★

**PRESIDENT R. E. PRITCHARD** of the Stanley Works, New Britain, has announced the resignations of C. F. Bennett as chairman of the board of directors of the company and J. E. Stone as vice president in charge of sales.

Mr. Bennett has been connected with the firm since May 1891, when he began his employment in the shipping room. In 1923 he was elected president of the company and has held the position of chairman of the board since 1941.

Mr. Stone has served the company for 39 years, as salesman in the western territory, general sales manager, upon the consolidation of the Stanley Works and Stanley Tools, and later vice-president and a member of the board of directors.

Mr. Pritchard's personnel change announcement also included the promotions of J. C. Cairns to executive vice president of the corporation; R. W. Chamberlain, to vice president in charge of sales and George P. Merrill to the position vacated by Mr. Chamberlain, general sales manager, Hardware Division.

**WILLIAM A. GORDON**, who has been connected with Farrel-Birmingham Company, Inc., for 40 years, has retired from his position as Product Manager, and will move to California.

Mr. Gordon is a well-known engineer and inventor in the rubber and plastic fields because of his skill in the development of new machines, improvement in standard equipment and in particular, his invention of the Gordon Plasticator.

He joined the company shortly after his graduation from Cornell University. In 1918 he was placed in charge of engineering design, and was elected a director of the firm in 1927. Upon his retirement Mr. Gordon held the position of Product Manager of the Plastic Extruder Sales Division.

★ ★ ★

**THE PLANT OF** The North Brothers Manufacturing Company of Philadelphia, manufacturers of Yankee Tools, has recently been purchased by The Stanley Works of New Britain, according to an announcement by Stanley's president, R. E. Pritchard.

The Philadelphia firm, which was organized in 1880 by Ralph H. and Seldon G. North, will continue to operate under its present name, with management under the direction of M. A. Coe, General Manager of Stanley Tools.

★ ★ ★

**THE 80TH ANNUAL REPORT** of the Bridgeport Brass Company to its stockholders and employees, recently released by the company's president, Herman W. Steinkraus, is designed as a well-rounded account of the firm's production and expansion to meet military needs for brass products during the war years, and its activities during the last year of the war to effect an efficient reconversion to peacetime operations.

### Self Contained Service

In taking care of the needs of our customers, we are particularly fortunate, in these times of material shortages, to have in one spot, and under our direct control, so many of the essentials that go to make up a Folding Paper Box.

Here we spark the original ideas, make our own boxboard and dies, mix our own inks to produce shades of colors desired. Here, too, we print, cut and crease, fold and glue—turn out in finished form cartons that meet the varied requirements of those we serve.

When thinking of Folding Paper Boxes, ROBERTSON is a good name to keep in mind.

**ROBERTSON**  
PAPER BOX COMPANY  
MONTVILLE, CONN.  
NEW YORK OFFICE  
4201 KINGTON AVENUE

With a substantial part of the company's reconversion job now completed, President Steinkraus outlined in the report a forward-looking policy including plans for modernization, increased production and sales facilities and strides in employee-relations activities.

"To each individual employee, stockholder and customer, we extend our sincere thanks for their continued support, and we look forward to the coming year with confidence," Mr. Steinkraus concluded.

★ ★ ★

**ACCORDING TO STATISTICS** released recently by the State Department of Labor and Factory Inspection, Employment Security Division, average weekly earnings in Connecticut following the end of the war dropped 2.7 per cent below wartime earnings.

The figures, which are based on second and fourth quarter, 1945 earnings, reflect a sharp income drop in the larger manufacturing groups engaged in war production, aircraft and shipbuilding showing the greatest decrease (22.7 per cent), and in the rubber industry, a 10.2 per cent slump.

Increases within the manufacturing groups were felt in leather products with an average weekly increase of \$3.07, or 11.2 per cent. Food products showed an upward wage trend of 10.3 per cent.

Finance and real estate earnings headed the list with average weekly wages increased from \$45.49 in the second quarter to \$54.86 in the fourth quarter—20.6 per cent up.

★ ★ ★

**STATE LABOR COMMISSIONER** John J. Egan recently issued a statement directed at unemployment compensation claimants who are drawing full benefits although they have no intention of seeking new employment.

Commissioner Egan pointed out that with the turn of the new benefit year on April 7, the department inaugurated a policy which will eliminate the collection of benefits by persons who are unavailable for work.

The labor department official revealed that 47.7 per cent of the claimants who were laid off as the result of war production curtailments on V-J Day have been denied benefits because they made no effort to find another job.

★ ★ ★

**DR. VICTOR HEISER**, medical consultant to the National Association

# POSTWAR IS NOW . . . .

## *Are You Ready for the Keen Competition Ahead?*

**N**OW, when you are utilizing every available facility for all out conversion to civilian production, it is not easy to find time to reestablish vital management controls necessary to maintain prewar profits.

Yet, if you are to be ready when civilian competition really begins, you must prepare now.

Many manufacturers are doing just that today by modernizing their management controls—Wage Incentives, Job Evaluation, Production and Planning, Cost Systems, Foremen's Bonus, improved Manufacturing Methods, etc.—with the help of Plocar Engineers.

For information and references, write

### **JOHN J. PLOCAR COMPANY**

Singer Building, Stamford, Conn., Tel. Stamford 3-6815

*Representatives in principal industrial areas*

**BUSINESS AND INDUSTRIAL MANAGEMENT CONSULTANTS**

Boston Office

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# PLOCAR ENGINEERS

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of Manufacturers, called on industry recently to keep a close watch on the "human side" of industrial production in order to maintain a high production level by careful placement of handicapped workers and "accident repeaters."

Dr. Heiser pointed out that the need for adequate medical care in industry, for so long recognized in large plants, has now spread to small businesses in many manufacturing areas, where medical service has been integrated to provide an efficient medical center for the use of all plants.

"Industrial medicine from now on," the doctor said, "will have to do far more than merely examine eyes and chests, repair damaged fingers and toes, and perform the conventional tasks in a hygiene program."

★ ★ ★

**W. GIBSON CAREY, JR.**, president of The Yale & Towne Manufacturing Company, recently sent a double-headed "good news" bulletin to the company's stockholders.

The bulletin first reiterated the

firm's basic policy in its relationships with Unions—that the personal liberty of employees must not be invaded and that the complete right of management to run the business must be preserved and pointed out that these concepts led the way toward the settlement of the strikes at Stamford and Philadelphia without union maintenance or any other form of the closed shop.

Secondly it announced the development of a newly designed electric flat iron with a hinging feature allowing the toe surface to be used alone in the ironing of small items, giving the effect of two irons in one.

Production of the new flat iron is the company's first step into the small electrical appliance field.

★ ★ ★

**THE CONNECTICUT TOOL and Engineering Company**, Bridgeport, was recently awarded the Red Cross "E" flag for having exceeded its Red Cross Fund quota for the second year.

The award was presented by John

E. Cotter, captain of the industrial division, to Ann Straley, plant chairman for the campaign and Emil Holm, representing the factory.

★ ★ ★

**EXPANSION PLANS** of the Capewell Manufacturing Company, Hartford, include a substantial investment in new plant equipment designed to increase the company's production of precision-made metal products including its original product, horseshoe nails, foundry nails and hand and power cutting saws of various types.

The company is looking toward a potential wide foreign trade market and anticipates strong foreign competition upon the rehabilitation of European industry. Capewell officials feel that a high-level production schedule, maintained through new and enlarged equipment and facilities, will best insure a world-wide market for its products.

The company was founded in 1881 for the manufacture of horseshoe nails, later pioneered the market for foundry nails and today supplies the bulk of the steel foundries. In 1939 the production of precision steel and alloy drop forgings was added, and the following year the firm expanded further with the introduction of a complete line of hack and band saw blades.

★ ★ ★

**OFFICIALS OF the P. & F. Corbin Division** of the American Hardware Corporation, New Britain, have announced the appointment of Herbert O. Patchel as assistant factory manager.

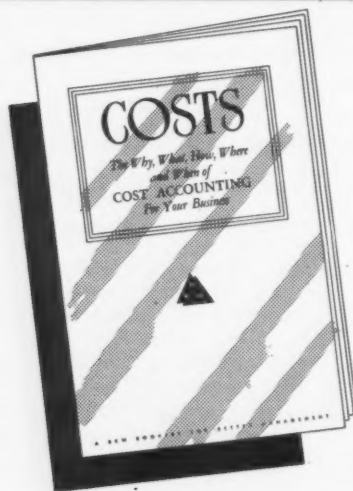
Mr. Patchel was formerly on the staff of Day & Zimmerman, Inc., consulting engineers, of Philadelphia.

★ ★ ★

**AT AMERICAN BRASS COMPANY**, Waterbury, promotions of three top executives have been announced by Clark S. Judd, chairman of the board.

Elton S. Wayland has been appointed vice president in charge of sales. He has been vice president in charge of the Waterbury and Torrington branches since 1941, and with his new appointment, the consolidation of administrative functions of these branches is being dissolved.

Ralph T. Benedict has been elected vice president and given charge of the Waterbury branch, and in Torrington James F. Ackerman has been placed in charge with the title of vice president.



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DANA H. FOSTER of Hartford has recently been appointed treasurer and controller of M. H. Rhodes, Inc. Mr. Foster is a senior accountant on the staff of Knust, Everett and Cambria, certified public accountants.

★ ★ ★

**TORRINGTON MANUFACTURING COMPANY** recently released information indicating that the plant has now completed its change-over from the manufacture of propeller fan blades, blower wheels, spring coiling machines and brass molds for military purposes to nearly full scale peacetime production.

Company officials forecast that since allotments of steel and aluminum during the present period are based on 1941 allocations, this year's production will equal that of five years ago.

The great strides made during the war years in manufacturing techniques, through laboratory research and experimentation to tailor the various products of the firm to specific military requirements, will serve as a basis for future improvements and increased production.

★ ★ ★

**THE CONSOLIDATION** OF three small manufacturing plants in Water-

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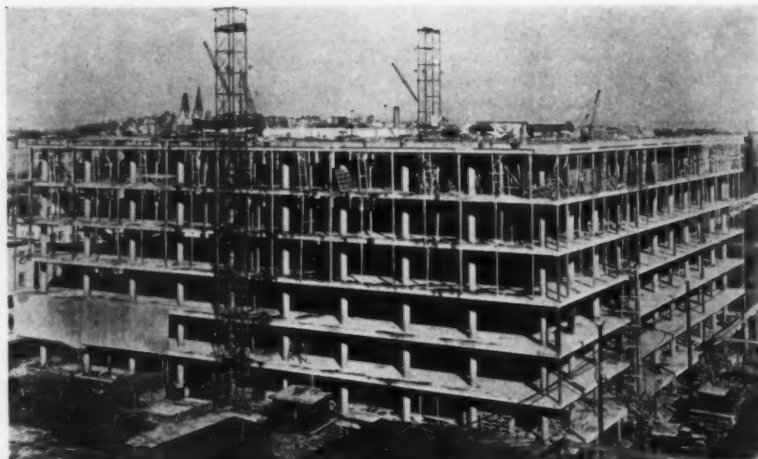
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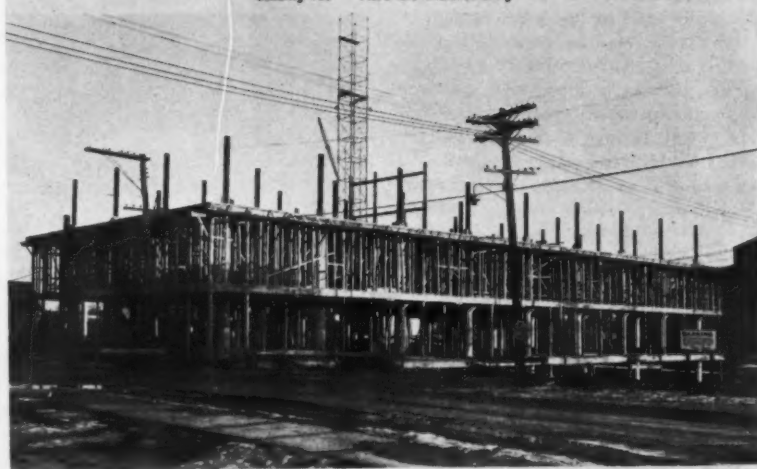
4623

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Hartford 2-8266



Building 150 Hardware Manufacturing



Building 153 Electric Tool Manufacturing

THE STANLEY WORKS, New Britain, releases these pictures of construction now under way as evidence of its faith in the future of the building industry, and a firm commitment to improve its service to its customers.

Building No. 150 is seven stories and will add 244,900 square feet of manufacturing space for the Hardware line.

Building No. 153 is a six story plant of 135,600 square feet that will be occupied by the Electric Tool Division, thereby releasing much needed manufacturing space at the Stanley Tools plant.

bury two years ago has resulted in a steadily growing concern known as the Waterbury Companies, Inc., producers of various products in the plastic and metal lines.

The Waterbury Button Company, the Waterbury Buckle Company and the Steele and Johnson Company, the three component companies, boast a background in the plastic manufacturing field dating back to the early days of dominoes and checkers in 1865.

Since the end of the war, the firm has increased its personnel from 600 to 700 and is constantly seeking and training new workers. In addition, the

company's expansion program calls for the erection of a new factory building at an estimated cost of \$20,000, on South Main Street in Waterbury.

★ ★ ★

**FENN MANUFACTURING COMPANY**, Hartford, has announced the appointment of William P. Kirk, Jr., as assistant production manager.

Mr. Kirk, recently released to inactive duty in the U. S. Naval Reserve, was formerly employed by Pratt & Whitney Aircraft in the production engineering department. He was graduated from Loomis Institute and re-

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ceived his degree in mechanical engineering from Columbia University.

★ ★ ★

**THE DEVELOPMENT** of a new electronic coffee roaster, invented by August S. Torres of Medellin, Colombia, was revealed recently, and it was learned that the Silex Company of Hartford is negotiating for exclusive distributing rights.

The roaster, operating on electronic principles, roasts coffee completely and uniformly in less than two minutes. According to present plans, the roaster will go into large scale production as soon as arrangements are completed, and will be distributed to retail outlets throughout the world on a loan and royalty basis.

★ ★ ★

**IT'S AN INTERESTING FACT** that 85% of all the technical seating used by American fliers during the war was produced at the plant of Warren McArthur in Bantam, Connecticut, and that General McArthur directed staff conferences from a seat built by Warren McArthur and named "The Supreme Commander."

Since V-J Day the plant has had inquiries from 38 of the leading commercial air lines of the world, all anxious to provide the most comfortable and efficient type of passenger seating equipment available.

The air seating equipment produced by the company is designed to afford maximum strength and minimum weight, thus reducing the all-over operating cost of aircraft.

★ ★ ★

**JAMES WILLIAMS**, for 35 years shop superintendent of the Terry Steam Turbine Company, died recently at his home, 156 Vine Street, Hartford.

Mr. Williams was a native of Manchester, England, and before coming to this country, was associated with the British Westinghouse Company there. He was later connected with Westinghouse Electric and Manufacturing Company in Pittsburgh, and joined the Terry staff in 1911.

★ ★ ★

**AN INTERESTING WAR-TIME HISTORY** of Farrel-Birmingham Co., Inc., Ansonia, recently published, dis-

closed that more than 1200 vessels from cruisers to small size hit and run craft in use during the war were equipped with gears manufactured by that company.

The firm also played an important part in rubber production through its manufacture of rubber processing machinery and also through its participation in the building of a complete Ford rubber plant which was shipped to Russia in 1944.

Although the firm's total employment in its three plants is now about 50% of the war-time peak, it is greater by 600 employees than the prewar normal employment.

★ ★ ★

**TIME-RITE**, a new aircraft engine timing instrument, has been developed by the Gabb Manufacturing Co., of East Hartford. F. F. Griffiths, who has been associated with the aircraft industry for many years, is the inventor of the new tool designed to achieve precise aircraft engine timing.

Company officials have disclosed that the main feature of the instrument is that it accomplishes precision engine timing by direct measurement



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of piston travel through the use of a slide pointer, automatically directed by contact of the pivot arm with the piston, and an adjustable calibrated scale showing various degree marks. It is designed to operate in virtually all models of aircraft engines both of the carburetor and fuel injector type.

Production of the Time-Rite has been increased 100% in the past few months, and its makers anticipate a greater market when the use of the instrument becomes standard with all engine makers and operators.

★ ★ ★

**STUART C. MOLUMPY**, vice president of the Silver Lane Pickle Company of East Hartford for 15 years, died recently after a short illness.

Mr. Molumphy was active in East Hartford Boy Scout activities, and was chairman of the Troop One committee. He leaves his wife, one daughter and two sons.

★ ★ ★

**"EXCEPTIONALLY PATRIOTIC SERVICES** to the Government of the United States," in connection with Selective Service activities, won for Governor Raymond E. Baldwin and former Governor Robert Hurley citations by President Truman and Gen. Lewis B. Hershey, recently.

The presentations were made by Commander John F. Robinson, State Selective Service director. The Commander praised Governor Baldwin for his "untiring devotion" in setting up Selective Service procedures and work-

ing out a solution to the critical wartime manpower shortage.

Governor Hurley was lauded for his "all-out drive for the production of war materials" during his administration.

★ ★ ★

**GEORGE J. RAFFERTY**, sales executive of the A. C. Gilbert Company, New Haven, died on April 15 at his home in Fairfield.

Prior to his association with the A. C. Gilbert Company, Mr. Rafferty was employed as manager of the Goodrich-Silvertown Tire Company of Bridgeport.

He was active in several fraternal and civic organizations and held the post of commander of the Harry W. Congdon Post, American Legion.

★ ★ ★

**AUSTIN D. BARNEY**, vice president of the Hartford Electric Light Company, was elected to the board of directors of Veeder-Root, Inc., according to a recent announcement by John A. Chaplin, Veeder-Root president.

★ ★ ★

**THE ESTABLISHMENT** of a plant for the manufacturing of felt used on paper making machinery, in Staffordville, is being planned by the Drycor Felt Co., Inc., of Belleville, N. J.

The company has purchased the old New City Mill property, formerly used by its owner, Robert Chism, as a saw mill and woodworking plant.

The firm's president, Harry G. Sprecht, disclosed that since the building will require extensive repairs, the

mill will not be in operation until spring of next year.

★ ★ ★

**GOVERNOR BALDWIN'S** Re-employment and Advisory Commission was commended recently by President Truman and Gen. Omar Bradley as one of the model veterans' plans of the nation.

The commission is made up of 30 volunteer members who represent all interests, services and facilities of the state:

Some of the features of the program administered by the commission: Veterans' high schools have been established and teachers' colleges and technical schools have been placed on a year-round operating basis.

On-the-job training programs have been organized through the efforts of fifteen field men of the State Department of Labor.

Scholarships have been provided for children of veterans killed in World War I or II.

25% of the state post-war jobs have been set aside for veterans.

A "second injury" fund has been established to cover compensation of veterans injured while working.

Permanent annual personal property tax exemptions have been granted: \$1,000 to veterans and \$3,000 to disabled veterans.

★ ★ ★

**ACCORDING TO A RECENT SURVEY** conducted by the Bridgeport Chamber of Commerce, job opportunities are constantly being reduced as a result of the "unrealistic" attitude of the OPA.

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The general industrial position, represented by the 84 leaders of business and industry queried by the Chamber, reflected an inability to produce prewar profit items under the rigid price control regulations enforced by OPA.

The survey revealed that United States Employment Service statistics show a 4.7 per cent increase in all-over industrial employment in the area, with a sharp decrease in manufacturing job opportunities. The agency reports a total of 7,663 applicants on March 1st, for 781 jobs.

The manufacturers reported that individual applications for price relief over a three-months period had tripled, and the number of approvals by the OPA increased approximately six fold, although industry-wide appeals have met with less favorable action.

★ ★ ★

**THE DIRECTORS OF HOLOKROME** Screw Corporation recently elected Harold A. Neff, former assistant secretary of the company, to the post of vice president.

Mr. Neff has been associated with the firm since 1929, and has become well known in the industrial field of purchasing and personnel.

He is a member of the National Purchasing Agents' Association, the Hartford Engineers' Club and the Employment Managers' Association.

★ ★ ★

**FRANK D. LAYTON**, president of the National Fire Insurance Company, has been elected to the board of directors of Arrow-Hart & Hegeman Electric Company, filling the vacancy left by the death of W. R. C. Corson.

Mr. Layton's election took place at the annual meeting of the board of directors at which the officers of the company, John R. Cook, president; Samuel P. Williams, Robert E. Carroll, P. C. Smith, H. L. Everest, vice presidents, were reelected.

★ ★ ★

**NORTHAM WARREN CORPORATION** in Stamford is currently completing plans for the addition to its modern plant of a new one-floor building which will cover 80 by 260 feet.

The new building will house additional manufacturing equipment to keep pace with the firm's upsurge of

cosmetic demands from all over the world.

The corporation's president, Northam Warren, looks forward to one of the brightest periods in the firm's history, with a restoration of foreign trade which in pre-war years encompassed 93 countries.

★ ★ ★

**THE FACT THAT CONNECTICUT** taxpayers pay about 2 per cent of all federal revenue, was brought out recently with the distribution of a pamphlet entitled "The Federal Budget Can Be Balanced Now" by the Connecticut Public Expenditure Council.

Carter W. Atkins, executive director of the Council, revealed information compiled by its affiliated fact-finding organization in Washington indicating that if the 1946-47 federal budget were balanced by a \$3,600,000,000 reduction, Connecticut taxpayers would save \$72,000,000.

Mr. Atkins pointed out that deficit spending could be eliminated and the 1946-47 budget brought into balance with an expenditure reduction of only 10%. Copies of the pamphlet may be obtained at the council's headquarters, 21 Lewis Street, Hartford.

★ ★ ★

**BLAND INDUSTRIES, INC.**, a Hartford holding company, recently acquired the Ohio Electrical Manufacturing Company of Cleveland. The plant produces fractional horsepower motors, magnetic switches, waterproof electric connectors and electric lifting magnets.

The new management, under the direction of Chester Bland, president, is planning the installation of modern manufacturing equipment designed to bring the plant's production in line with the high consumer demand for this type of electrical equipment.

★ ★ ★

**GAINFUL EMPLOYMENT** in industry, on a nation-wide basis, should reach a point between 53 and 56 million persons by this summer, according to a statement by Paul G. Hoffman, chairman of the Committee for Economic Development.

The CED chairman used as a background for his employment prediction the fact that with the settlement of the automobile and electrical appliance strikes, and the return to production lines of several hundred thousand men,

job opportunities in the distribution, trade and merchandising fields related to automobile and appliance manufacturing would be substantially increased along the line.

Mr. Hoffman, who is also president of the Studebaker Corporation, expressed the opinion that with the resumption of normal car manufacture, the supply and demand factor need not affect the price of cars, and that in the event of relaxation of OPA price controls there is no reason to believe that prices will double or even increase as much as 25%.

★ ★ ★

**CONNECTICUT LED** the New England states in wartime employment, with a 72% rise at the war production peak, over the September 1939 level, according to figures which have now been released by the Bureau of Labor Statistics of the U. S. Department of Labor.

The first detailed government report covering the past seven years indicates that each of the six New England states experienced an "enormous" expansion in factory employment during the war, with the area as a whole showing a 51% increase.

Comparable figures for the other New England states follow: Maine 50%; Vermont 54%; Massachusetts 50%; Rhode Island 33% and New Hampshire 22%.

★ ★ ★

**IN THESE DAYS** when interest is running high on surplus property items, it is interesting to note that the machine tool industry, through the efforts of W. P. Kirk, president of the National Tool Machine Builders Association, and other officers, has long urged an orderly disposal of machine tools to the Surplus Property Board. The suggestions which have been urged upon the Board are:

1. Set aside a substantial reserve of idle machine tools in the hands of the Armed Services, so that, in case of an emergency, they will not again be caught helpless, as in 1939, with a few small antiquated arsenals. The war potential built up by heroic efforts over five years should not be entirely lost. (Such a reserve is authorized, but as yet amounts only to about two weeks' output of the industry.)

2. Set up a definite procedure to

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enlist the cooperation of machine-tool builders, their dealers and the dealers in used machine tools in finding customers for surplus machines, since only they have the technical equipment and the sales ability to persuade customers to buy them to replace older machines. Allow a resale discount for this service.\*

3. Offer an allowance for an older machine of approximately the same type which is scrapped to make room for one of the surplus machines.

4. Sell the machine tools at cost of packing and transportation to non-profit organizations in the educational field, few of whom are properly equipped to train students in modern shop practice.

5. Sell no surplus machines abroad unless first inspected, repaired and tested by the original builder.

6. Set up a procedure that will permit a machine-tool builder to negotiate the purchase of machines of his own make for rebuilding, retooling and resale. Many customers will buy such machines who will not take the risks inherent in buying "as is and where is." Since costs of rebuilding vary widely, sale to the builder at a fixed price is impractical.

7. In view of the tremendous number of machine tools of all kinds in the surplus, scrap those that are over fifteen years old.

★ ★ ★

**CARLTON N. ABORN**, president of the Laminated Shim Company,

\* Since recommendation No. 2 was first advocated by machine-tool builders, the RFC has, in large part, adopted the suggestion, allowing builders and dealers a fee of 12.5% on sales of surplus government-owned machines, under license as "approved dealers." The RFC would continue to arrange credit and pay certain expenses. Any rebuilding of a machine would be a separate and private transaction.



**NEWEST CRYSTAL RESEARCH PRODUCT** gets flying start. Members of Crystal Research Laboratories, Inc., Hartford, give send-off to first shipments of Crystalab crystal kits. Left to right, Francis R. Cowles, Amateur and Development Division; Jean Castonguay, Sales Department; Rita Hennessy, Production Department; S. I. Ward, President and General Manager; Ernest B. Lewis, Production Manager.

Inc., of Glenbrook, died recently at his home.

Mr. Aborn, who founded that company and its predecessor, Lindhe Shim Company, Inc., was a graduate of Sheffield Scientific School at Yale University. Before launching his manufacturing venture he was connected with the Torrington Brass Company and the Sprague Elevator Company of New York.

He was also interested in the insurance field, and maintained a general insurance brokerage office in New York until the time of his death.

## A Sense of Mission

(Continued from page 5)

The legislative road out of our present economic chaos may be built either through amendments which will break the stranglehold labor now has over our economy, or through passing a joint resolution which will place the supervision of all collective bargaining activities in the hands of the states, and further, reduce the size of unions to plant levels, making collusion between unions an offense subject to civil and criminal penalties.

But there is another road that we must also build if we would completely rid ourselves of our present difficulties. We, as employers, and we as leaders in other fields, must somehow, by example, stimulate the imagination of the rank and file that life is so much more worthwhile if one's work is done with "a sense of mission," or a purpose higher than the few dollars a day we earn on our jobs. Today we are like the two stone masons who, when asked what they were doing replied as follows: One said, "I am earning \$12 per day." The other said, "I'm just laying up stones." The

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attitude we must have toward our work if we would grasp the creative spirit which can lift us above our present dilemma, was depicted by a third mason who, when asked what he was doing said, "I am helping to build a cathedral."

We now have the greatest chance in the history of the world to erect a "cathedral" of lasting peace and of plenty for all peoples if we, in America, who have the know-how to help rebuild a war-torn world, will go to work with the same "sense of mission" in our hearts which we had during the past war, and which all builders of civilization have had in the past.

## A National Union

(Continued from page 13)

fundamental human right to receive payments for the use and renewal of tools, it discourages investment to replace old tools with new tools; it hinders additions to the stock of tools

and thereby obstructs the growth of production upon which the well-being and prosperity of everyone depends.

"Unless, therefore, we encourage and vigorously support a square deal government policy that will safeguard thrifty citizens in their right to bargain for legitimate competitive earnings from their tools, our future is dreary indeed. But, given such a policy, the natural genius of Americans for thrift and risk-taking will respond; new tools will replace the old tools, and the American way of Brains, Sweat, and Teamwork will carry us to the very heights of prosperity."

### Purpose and Object

Here, then, is the motivating force on which Tool Owners Union is built. The Union's charter of incorporation states its purpose and object as follows:

"To preserve the foundation of national strength and material well-being in democracy by safeguarding the right of all persons to be secure in the ownership of the tools of production and their management, and to enjoy legitimate competitive earnings therefrom, free from excessive taxation,

monetary manipulation, and confiscation at the hands of anyone."

Comprehensive plans for achieving the goal of the organization have been formulated, and carefully laid. The Union's functions will be largely educational, but efforts will be made to bring appropriate measures before members of Congress and to obtain representation at hearings and on commissions. Local advertising will be an important feature of the educational program, and mass meetings will be held at which prominent speakers will discuss matters of local and national significance.

And in the meantime, membership contributions are pouring in, as the word is passed along from person to person and from community to community. Since the launching of the national organization in March, three additional classes of membership have been established, including Sustaining Membership at \$50, Subscribing Membership at \$100, and Life Membership at \$1,000.

Tool Owners Union is an association of individuals only, since the Articles of Incorporation provide that no corporation, association, bank, labor

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union, or governmental agency may hold membership. Hence, it is only on an individual basis that memberships will be accepted. The sole qualifications imposed are that the member must be a citizen of the United States, he must not be an elected or appointed Federal or State officeholder, and he must not be an officer or employee of any organization hostile to the purposes of Tool Owners Union.

## **Handling Unit Loads**

(Continued from page 10)

packing some of the considerations appreciated by those involved with handling and storage.

1. Walls of corrugated and fibre cartons should be sufficiently strong for stacking on pallets and tiering if they must carry the entire load. Inserts should be provided if possible to share the load. Fibre drums usually prove more satisfactory for small quantities of bulk materials.
2. Wooden boxes should have flat tops and bottoms if possible. End cleats to facilitate handling and add strength and diagonals to provide additional strength where necessary. The latter point particularly applies to crates. If possible, boxes and crates weighing over 150 lbs. should be provided with runners to permit entry of forks or slings.
3. Use nesting cans whenever they are to serve as the exterior container in transit, if at all possible.
4. Larger and heavier drums should have corrugations on the bilge or be provided with beads so that the drums may be placed on pallets or lifted by means of a fork truck.
5. Use bags of sufficient strength, never over 100 lbs. and preferably limited to 50 lbs. Bags should be well filled and sealed so that they make even stacking possible.
6. Baskets such as fruit baskets, should not have handles projecting above the basket cover preventing stacking and satisfactory distribution of loads when stacked on pallets and tiered.
7. Bales should be well secured and be provided with at least two opposite flat parallel sides.



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Let us all strive to plug up the big leaks and thereby continue to raise the high standards of American living. No company can afford to continue in business without thinking in terms of investigating and planning for unit loads in, through and out of their operations unless they definitely know that all their products are not adaptable.

### Look to the Physical Plant

(Continued from page 7)

should be an important factor in determining these machines even at some increased cost or delay in tooling.

3. *Tool design and tool materials.* No one in these days should be so narrow as to shut his eyes and mind to the rapid progress being made in tooling practices. Alertness pays dividends. Not just being alert to what the other fellow has done after publication, but in the current evaluation of materials and methods in your own plant.

#### IV. Know Your Equipment Repair Costs

Machine breakdowns are no longer considered unpreventable. Know your machines; read their futures.

(a) *Repair cost record systems* need not be complicated and burdensome. One card can cover a bank of similar machines. Enter machine numbers and brief description of repair job done. This points out repetitive repairs which indicate need for mechanical improvements, and puts the finger on

particular machines to be considered for replacement or overhaul.

(b) Plans for *preventing maintenance* have been successful in many plants, and are being increasingly accepted. They prevent breakdowns, emergency work, inconvenience and often costly machine shut-downs. They permit maximum usefulness of production equipment, mechanics' time and repair shop facilities.

#### V. Plant Services

The expense of electrical power, plant lighting, plant heating, process steam, compressed air, piped or bottled gas, and water are too often thrown into a general burden account and then distributed arbitrarily to departments or products. A qualified engineer can take measurements and make reliable estimates which will provide a more equitable basis for cost distribution. This often brings out unnecessary wastes of these services which can be corrected. Do you know what your total plant bill for these services amounts to in a month? Then you will agree that a 10 or 15% reduction will be very much worthwhile. Inadequate and inefficient service facilities, or even unfavorable contracts, are not uncommon. They may well be worth investments in an engineering investigation.

The subjects of product design, process determination, and process layout, cannot be long avoided in any detailed discussion of the above problems. The subject of layout alone could well consume an equal amount of space without too much detail. This discussion has been purposely confined in order to stimulate management's interest in the possibilities which exist for cost improvements, through increased attention to the physical plant.

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## THE OBSERVER

By N. W. FORD

*Executive Vice-President*

**ALTHOUGH THE ADMINISTRATION** tax leaders in the House insist that this is no time for tax reduction, yet there is talk as we go to press of a "quickie" tax bill under which a five or ten per cent cut in individual income taxes would be made beginning January 1, 1947. This date is advocated because of the desirability of starting any change in the withholding tax at the beginning of the calendar year.

★ ★ ★

**APPARENTLY, BUT LITTLE ATTENTION** has been given to the Senate action rejecting proposals to amend the Wage-Hour Law which would have furnished vitally-needed protection to employers by (a) providing that no liability would attach against any employer whose operations have conformed with administrative rules, interpretations, regulations or practices, and (b) limiting the time within which employee suits for underpayment and double damages could

be brought. Industry has sought a one-year limit during which such action could be brought, and even the Pepper Bill as reported by the pro-labor Senate Education and Labor Committee contained a section which would have required that employee suits under the Wage-Hour Law be brought within two years from the date of accrual. This bill further authorized the courts to reduce double damages "in whole or in part" upon a showing by an employer that any violations of the law were not willful and that he had acted in good faith.

In view of the Senate action, it seems extremely doubtful that any employer protection of this character will be provided through amendments to the Wage-Hour Law but that relief must be obtained through separate legislation.

Back in 1941, the Interstate Commerce Commission was requested to adopt a uniform straight and order bill of lading for use by rail and motor highway carriers in lieu of the form

prescribed by the carriers under Part I of the Interstate Commerce Act. No action was taken by the Commission at that time but, rather, the matter was held in abeyance due to the outbreak of the war.

The Commission has recently reopened the bill of lading case, Docket No. 4844, for the purpose of giving consideration to the feasibility of authorizing the use of a single form for both types of carriers. Generally speaking, it is believed that such a practice would be of considerable advantage to shippers although, in general, the motor carriers have not insisted upon the use of the bill of lading form provided for them.

★ ★ ★

**PRIOR TO THE WAR**, the various railroads operating immediately west of the Hudson River advertised overnight handling at their primary transfers of merchandise cars originating at points in Connecticut. With the exception of the Pennsylvania Railroad, all of these lines set back their schedules to provide second day handling of this traffic during the war period. The Association's Traffic Committee has since displayed a lively interest in inducing these railroads to revert to the overnight service, and it is a pleasure to report that, effective April 16, the Delaware, Lackawanna & Western Railroad again inaugurated the practice of handling Connecticut cars at Scranton Transfer on the afternoon of the day following forwarding by the New Haven Railroad. Early reports showed that the new arrange-

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ment is working out in a very satisfactory manner. The Lackawanna is entitled to a great deal of credit for this forward step, as Connecticut industries are more than ever dependent upon prompt service on less-than-carload shipments if they are to compete for business in the Middle West with industries located more nearly in the central portion of the country.

Since the conclusion of the war, the Baltimore & Ohio Railroad has reopened Warwick Transfer and re-established the practice of handling cars at that point on the day following delivery to the New Haven.

★ ★ ★

**THE OVER-ALL SOCIAL SECURITY** program, as outlined in a specially-appointed sub-committee report, suggests a continuation of "pay-as-you-go" old-age security insurance, with Federal old-age benefit contributions on the part of employee and employer being increased to 1½% from 1947 to 1956, 2% from 1957 to 1966, and 2½% from 1967 to 1976.

One new phase of the social security problem is that of so-called "health insurance." It is on the President's list of "must" legislation.

While the politicians tell us that compulsory health insurance would cost only 3% of the insured worker's payroll, it appears that these estimates are over-optimistic and that actually it would cost almost twice that amount. Moreover, these expenses would undoubtedly increase over the years and, in the opinion of experts who have given this much study, would be an important factor in ultimately raising the total cost of social insurance to about one-fourth of the payroll.

Even in the early years of government health insurance, the cash benefits—these include indemnification for wage loss for both temporary and protracted illness as well as certain minor benefits—would cost almost 2% of the payroll. The medical benefits, which would include medical care, drugs and a limited amount of hospitalization, dental care and nursing, would cost twice that amount.

The proponents of compulsory health insurance have said that the \$7 a month which the average worker, who makes about \$2,100 a year, would be required to pay as his whole social security tax would be only slightly more than his present medical expenses.

(Continued on page 37)



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## FEDERAL LEGISLATION

C. L. EYANSON  
Secretary

**PRESIDENT TRUMAN'S MUST LEGISLATION:** As this is written the Senate is stumbling along on the British loan and the House is in recess, but it is, perhaps, as good a time as any to take account of how far the President has succeeded in his 27 point legislative program.

He hasn't gotten very far. His minimum wage bill, which would have increased the present minimum of 40¢ to an eventual 70¢ in four years, is in a muddle. It is even doubtful whether or not a minimum of 65¢ a hour will be set, for, although passed by the Senate, the bill includes the Pace amendment which adds wage costs in fixing parity for farm prices.

The St. Lawrence waterway bill and the social security program have been delayed. Labor fact-finding legislation will probably never be enacted in the form in which the President requested it. The fair employment bill, making permanent the FEPC, while not dead by any means, is due for some very hard sledding. Despite an almost unprecedented effort on the part of administration-CIO lobby the health and medical care program will be deferred for some time. \$25 for 26 weeks unemployment compensation is almost certainly dead for this session.

Whether or not the administration will press for extension of selective service before the summer recess is in question in view of the advice which is now being given by some of the strong administration supporters.

In fact, if we look down the list of 27 "must" proposals we find very few which have or will become an actuality before the possible recess around July 10, and when Congress recesses it will probably not reconvene until after elections.

★ ★ ★

**FEDERAL STREAM POLLUTION CONTROL:** Our Washington friends

tell us that HR 6024, which will in all probability be reported out shortly by the House Rivers and Harbors Committee, is certain of passage.

This bill is not good legislation and would seriously affect the operation of manufacturing industries. Among other things, it declares as a public nuisance any deposits which may be injurious to any form of life. It is not limited to public health and does not deal alone with interstate waters. Industry has no representation on the board which is created. In other words, the federal proposal runs counter to all that the state of Connecticut has done for so many years in framing its anti-pollution and water-conservation laws, and the administration of those laws. Bills containing almost identical provisions have passed the House of Representatives three times. On one occasion a bill of similar import passed both the House and Senate but was vetoed by the President. We do not, therefore, believe that legislation will be passed at this session of Congress, but we must admit that we are faced with another attempt on the part of the federal government to undertake jurisdiction which properly belongs to the states.

★ ★ ★

**McCARRAN BILL:** Pat McCarran of Nevada has some pretty sound ideas—one of which is not his idea for the industrialization of non-industrial areas, such as Nevada. But, he is very definitely on the beam with his so-called administrative law bill. This bill, S 7, has passed the Senate and is now with the House Judiciary Committee. The House Rules Committee will undoubtedly send it back to the floor for final action without too much delay.

The purpose of the legislation is to bring about some uniformity in the

(Continued on page 34)



## INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM,  
*Editor and Director of Development*

THE Office of the Publication Board, Department of Commerce, Washington, D. C., and the War Department are about to begin a complex and difficult operation: the selection and the microfilming in Germany of data that may be valuable to American science and industry. Because it is impossible for any government agency to determine what items in the tons of material available may be of value to some American business or research group, Mr. John C. Green, executive secretary of the Office of the Publication Board, U. S. Department of Commerce, Washington, D. C., has asked for the assistance of industry and scientific groups to suggest to him specific information which should be sought. Mr. Green states that it would be helpful to receive any suggestions as to where valuable documents might be found, and what industries in Germany might possess information not now available.

The Board also needs qualified technicians to carry on the work of searching German files in the following

fields: chemicals, aeronautics, automotive, machine tools, general industrial equipment, fuels and lubricants, metals and minerals, communications equipment, scientific instruments, shipbuilding and textiles. A knowledge of technical German is said to be essential. Appointments on this mission differ from previous appointments which were filled by executives loaned by industry, since these technicians will be paid by the government, and are subject to Civil Service approval. All are made for a minimum of six months.

Any industry or scientific group interested in specific German industrial methods who are able to assign personnel to visit Germany should communicate with Mr. Green, who will make the necessary arrangements for the visit if the project appears to be of probable value to American industry. The information obtained, however, must be made available to all industry rather than remain the exclusive property of the investigators.

Never before has American industry

had so great an opportunity to acquire information based on years of painstaking research so quickly and at so little cost.

The Office of the Publication Board is currently publishing a weekly Bibliography of Scientific and Industrial Reports at the subscription price of \$10 for nine months. It reveals German industrial processes already discovered and thoroughly analyzed by a previous American mission of business and technical executives.

The lack of knowledge concerning these German methods could easily mean a great competitive handicap in the event certain companies in a given industry were using certain more efficient German methods, which are available to all industries who care to discover the facts in the weekly Bibliography of Scientific and Industrial Reports.

★ ★ ★

**COMPANIES INTERESTED** in learning where to purchase and how to use the latest types of safety equipment may discover the sources through the purchase of "Best's Safety Directory and Catalog," which is offered by the American Mutual Liability Insurance Company of Boston, at a price of \$2.00 per copy rather than the nationally advertised price of \$5.00.

★ ★ ★

**THE NATIONAL RESEARCH BUREAU, INC.**, 415 N. Dearborn Street, Chicago 10, Illinois, is now offering the "Encyclopedia of Business Information Sources," which contains 784 pages giving more than 7,000 list-

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The price of the loose-leaf directory is \$30, and supplements are available at \$10 annually.

## Federal Legislation

(Continued from page 32)

issuance of government orders and regulations. The principal effect of the measure would be to curb the powers of the many governmental agencies which have sprung up during the New Deal administration.

One of the principal provisions, for example, would permit federal courts, under certain circumstances, to overrule decisions of the National Labor Relations Board. Under the old rules if any evidence at all were presented to suspend a verdict or judgment of a federal agency, the courts were powerless to act. The court could assert its belief that the verdict of the agency was improper, but it had no power to overrule the verdict. Under the administrative law bill action of government agencies is subject to judicial

review in any civil or criminal proceedings for enforcement unless other provisions for review are provided by statute. Furthermore, actions of government agencies would necessarily have to be supported by good cause. The bill would permit federal agencies to accept hearsay evidence in hearing, but would not allow such agency to use such evidence against an individual in civil or criminal proceedings unless it were sustained by other evidence of a nature that would be accepted in a court of law.

The McCarran bill needs a good bit of tinkering, but on the whole it supplies many of the long-felt needs in curbing administrative agencies.

★ ★ ★

**"CRADLE-TO-THE-GRAVE":** It is somewhat difficult to arouse the interest of the average industrialist in connection with any legislation which does not seem directly to affect him or his business. However, the "Cradle-to-the-Grave" legislation proposed in HR 1362, the Railroad Social Security Act, is of much consequence to all industrialists because it is but a forerunner of what might be expected in the way of similar legislation applicable to industry. The railroad bill is now in the Interstate and Foreign Commerce Committee. A petition has been signed, however, by 218 members of the House to discharge the committee from further consideration of the measure. Consequently, we may expect some action before the summer recess.

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## QUERIES

By FREDRICK WATERHOUSE

*Counsel*

**QUESTION: Does Connecticut have a Fair Trade Act?**

**ANSWER:** Yes. The Connecticut Legislature passed a Fair Trade Act several years ago which permits a person or corporation to enter into a contract relating to the sale or resale of a commodity which bears, or the container or label of which bears, the trademark, brand or name of the producer or distributor of such commodity and which commodity is in free and open competition with commodities of the same general class produced or distributed by others, providing that the buyer will not resell such commodity at less than the minimum price stipulated by the seller. Such a contract may also require the buyer to require from any dealer to whom he may resell such commodity an agreement that he will not, in turn, resell at less than the minimum price stipulated by the seller. Such stipulations may be carried down through successive steps to require of the retailer that he not sell such commodity at less than the stipulated minimum price. The right to establish such resale prices through contract is limited to the owner of the trademark, brand or name used in connection with such commodity or by a distributor specifically authorized to establish such price by the owner of the trademark, brand or name. Certain exceptions are made when a retailer is closing out his stock and going out of business, but in that case he must give the producer or distributor prompt and reasonable notice in writing of such intention and an opportunity to purchase the stock at the original invoice price. There are other exceptions where the goods have been damaged or the trademark obliterated, or a sale by an officer acting under order of court.

A willful violation by offering or advertising for sale or selling contrary to such a contract is declared to be unfair competition and is actionable at the suit of any person damaged thereby. There is a specific provision that this act will not permit a contract or agreement among producers, or distributors, or wholesalers, or among retailers. It is for the specific protection of an individual or concern which wishes to protect its trademark, brand or name.

The Fair Trade Committee has drawn up a form of contract which complies with the requirements of this statute and permits a manufacturer to establish resale prices and limit the retailer in selling his product.

Copies of the Act and the form of contract may be secured by writing to the Association or by writing direct to the Fair Trade Committee at 130 Washington Street, Hartford 6, Connecticut.

★ ★ ★

**QUESTION: What is the present status of the law regarding basing point practices?**

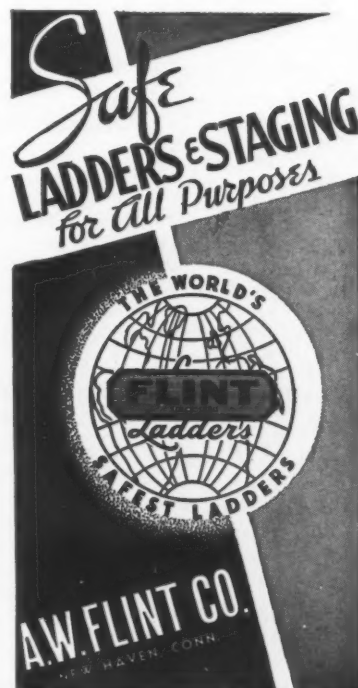
**ANSWER:** The two most recent decisions issued by the Supreme Court have made it at least questionable as to the advisability of inaugurating or continuing basing point practices. Although the statutes pertaining to the subject do not specifically prohibit any and all discriminations in price which may result from such practices, and only make them illegal if and when the effect may be to injure or prevent competition, the Court has held that the institution of a system which includes in the delivered price, unearned or "phantom" freight, or in which the company absorbs

freight, would amount to discriminations under the Clayton Act and the Robinson-Patman Act, which would be unlawful, and could be enjoined if the Federal Trade Commission found that such discriminations "may" have an adverse effect on competition. The Court further held that it was not necessary for the Commission to specifically find that such discrimination actually had an adverse effect.

The decision indicated it was generally necessary to set up a pricing system giving purchasers the natural advantage of proximity to the place of production.

The Federal Trade Commission apparently concedes that discriminations which do not have the adverse effects on competition prescribed by the Act are not unlawful and that this is so regardless of the form the discriminations may take. It is only when the effect of such discriminations may be to injure or prevent competition that the prohibition applies.

If you have such a basing point system in effect or are contemplating one, it would be advisable to discuss the Supreme Court decisions and the Federal Trade Commission's attitude more thoroughly and with your particular problem in mind.





## EXPORT NEWS

By RICHARD F. AMES

*Export Manager*

**B**ECAUSE many Connecticut manufacturers are now actively seeking additional foreign outlets for their commodities and this department has received numerous inquiries in regard to the State Department's press release of late March dealing with the subject of trade relations with firms now or formerly on the proclaimed list of certain blocked nationals, the text of this release is quoted below:

"It is and will continue to be the avowed policy of this Government to apply a vigorous enforcement program against dealing with per-

sons and firms on the Proclaimed List of Certain Blocked Nationals. Failure to obtain a Treasury license before engaging in trade or communication with such persons and firms constitutes a violation of the Trading with the Enemy Act and regulations issued thereunder, and subjects the offender to severe penalties. Recent revisions of the Proclaimed List do not in any way lessen the obligations of persons and firms subject to the jurisdiction of the United States to observe all the regulations relating to the List.

"It already has been pointed out

that many of the recent deletions from the Proclaimed List were made as a result of the changed security situation and that such deletions did not by any means imply that all deleted firms now are satisfactory representatives for American business. In this connection, American businessmen are cautioned not to establish or resume commercial or financial relations abroad with ex-Proclaimed List nationals before checking with the Commercial Intelligence Branch of the Department of Commerce as to the desirability of such relations. Business connections with former Proclaimed List individuals and firms, except those who have been deleted from the Proclaimed List without prejudice, would have to be a factor considered in cases arising for the protection of American interests abroad. While our Government always will protect the legitimate rights and interests of American business abroad, it would not wish to take any action which would assist those who formerly had worked against our vital national interests and who might do so again if opportunity offered.

"The Department of Commerce is prepared to supply information about the local standing of persons and firms, including those previously listed, and to submit detailed information about the suitability of these and other foreign firms and individuals as trade connections from a commercial and mercantile standpoint."

Inquiries to the Department of Commerce may be submitted, if desired, to the Hartford Cooperative Office of the Department of Commerce, located at Association Headquarters.

★ ★ ★

**WHILE WE ARE** on the subject of establishing new representatives abroad it might be well to suggest that you consider the placement of a suitable arbitration clause in any new contract negotiated with a foreign firm. The American Arbitration Association, 9 Rockefeller Plaza, New York, recently published a 12 page brochure explaining the value of such a clause. This brochure may be obtained from the American Arbitration Association or by writing this department of the Manufacturers' Association of Conn., Inc.

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## EMPLOYMENT NOTES

By JOHN P. AHERN

*Executive Assistant*

THE Rehabilitation Act of 1943 (Public Law 113) arranges for any handicapped person, sixteen years of age or older, a service designed to develop and restore the working usefulness of those who are handicapped, physically or mentally, to the point where they may become self-supporting citizens. The service is provided through the State Board of Education, State Office Building, Hartford, in cooperation with the Office of Vocational Rehabilitation, Federal Security Agency. Formerly an activity of the welfare agencies, the Rehabilitation Division of the State Department of Education determines the need for the services on an individual basis from both a vocational and economic viewpoint.

At the present time, it is estimated that there are approximately 15,000 handicapped individuals in the state who need rehabilitation services in order to make a satisfactory adjustment to self-support. Of this group, 3,000 persons are presently being served by the Division of Rehabilitation, leaving 12,000 who have not been reached. In addition to these, disabled veterans are eligible to the extent that they are not receiving similar benefits through the Veterans Administration.

Based on the individual need, each disabled person can secure one or more of the following services: medical diagnosis, vocational guidance, vocational training, placement, and follow up of performance on the job. If a condition is not acute or progressive, and the individual's working capacity will be increased, funds are available for treatment of the disability, as well as maintenance and transportation during periods of training. These are without charge if the person is unable to contribute.

The writer visited a demonstration of the fine work being done with handicapped people at the Bullard

Havens Restoration Center at 326 Hollister Avenue, Bridgeport. This project, limited to adults, is sponsored by the Connecticut Society for Crippled Children and Adults with the co-operation of the Rehabilitation Division and the State Trade Schools. All the cases observed were those with no dismemberment but with serious muscular deficiencies. Each individual is given specialized treatment and exercises as well as manual training. Progress is slow but remarkable.

The Rehabilitation Shops at the Center are also prepared to provide temporary employment for industrial accident cases not yet ready to return to work. Light assembly work is done on a sub-contract basis, not at reduced rates, but at compensation commensurate with the wage and production standards of the community.

Rehabilitation work has been pursued on a state basis by the public and private agencies mentioned. Much has been accomplished but there is admittedly a lot more work to be done. It would be unfortunate at this time of greater incentive to expand rehabilitation activities if H. R. 5206, the Federal Aid to the Physically Handicapped Act, was passed. This bill contemplates the concentration of this work in the hands of a new bureau, the Federal Commission for the Physically Handicapped. Besides disrupting a great deal of the present organization of the work, it would among other things "make impositions upon employers in industry, having contracts with the Federal Government, of a requirement, in filling vacancies, that they place and retain in employment fixed proportions of persons qualified to work, but handicapped by disablement from obtaining employment." Expansion of job opportunities in this field should come more from education of the employers of the handicapped worker's worth to him,

and preparation of the disabled individual to be gainfully employed, than from the imposition of quotas. The handicapped worker would like this Federal scheme least of all of those concerned.

### The Observer

(Continued from page 31)

There are several fallacies in this argument.

In the first place, the \$7 a month would not cover all medical expense. The Wagner-Murray-Dingell Bill of May, 1945, specifically provides that physicians, dentists, and nurses may require each patient to pay a small fee "with respect to the first service or each service in a period of sickness." The worker must realize, too, that there would be fewer free clinics, since they would be ostensibly unnecessary once health insurance was inaugurated.

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## ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

**I**N endeavoring to prepare for the future, practically all industries are confronted with innumerable problems, some of which are merely new aspects of old ones, but there is a flock of new ones added. Never before have there been so many uncertain factors confronting a manufacturer; if left alone, he could meet the issues but there is a combination of forces which tie his hands. Government regulations and restrictions, political influences, and every conceivable form of external control bear down on him to restrict his free movement and action. However, just as the resourcefulness of industry contributed very substantially to the successful prosecution of the war a similar contribution can be anticipated toward the re-establishment of peace-time prosperity and the restoration of economic normalcy.

One of the problems confronting many concerns is that of expansion. There is little doubt but that a seller's market will prevail for years to come.

Shall a manufacturer expand his line of product or undertake new ones? Such a course would increase the gross volume of sales, but would it contribute anything toward greater returns or to more stabilized net results for the year? It is an established maxim that volume is no criterion for profits. Strangely enough it has frequently been demonstrated that profits move in reverse ratio to increasing volume. Accordingly, any plans for expansion of a business should be carefully checked by competent persons before being started.

There is a general feeling or attitude that if added products or new lines are manufactured the amount of overhead will remain static, hence reduce the overall absorption by products. Or in other cases, it will be considered that overhead can be ignored in determining the cost of new items either for competitive price reasons or until an anticipated volume or market has been attained. This line of thought is not economically sound and definite

caution is urged in temporizing with it.

A new product should stand its fair share of burden. In the absence of actual burden experience for an item, current standard overhead rates should be used. It would seem to be a far sounder policy to proceed on this premise and disclose losses, or lesser profits, on a new line than to omit the overhead factor and thereby present a false profit story. If it is thought that there can be any substantial and continued increase in production without an approximately similar increase in overhead a disillusionment will be experienced sooner or later. The explanation of why this happens may seem somewhat theoretical: the human element figures in it very largely. Some extra work can be piled on a man which he can carry for a while without showing any ill effects, but eventually the extra strain will reflect itself in reduced production, quality of work, attitude of mind, neglect of duties. More mistakes, spoilages and trouble will occur; wage increases will be given to compensate for extra volume or extra employees engaged. Congested operating conditions arising from added volume of production will lead to acquisition of additional space and facilities, thus the factor of increased fixed overhead catches up with the increased production.

As a final remark on the subject it is urged that the cost of a new line or product should not be considered as represented merely by out-of-pocket costs.

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**NATIONAL COST ACCOUNTANTS ANNUAL MEETING—** June 17, 18, and 19. The twenty-seventh International Cost Conference will be held at the Waldorf-Astoria Hotel in New York and will be attended by many of the cost accountants connected with Connecticut industrial concerns. The subjects scheduled for discussion are of timely interest and importance and embrace problems which are confronting industry today.

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## BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

IN March the index of general business activity in Connecticut rose to an estimated 20% above normal reflecting an improvement in the labor situation throughout the State. All five components of the index were somewhat above the position they held in the preceding month. In fact, freight shipments, construction and cotton mill activity were higher than at any other time since the close of the war. At 21% above normal, the United States index of industrial activity, which had fallen off sharply in January and February returned to approximately the December level.

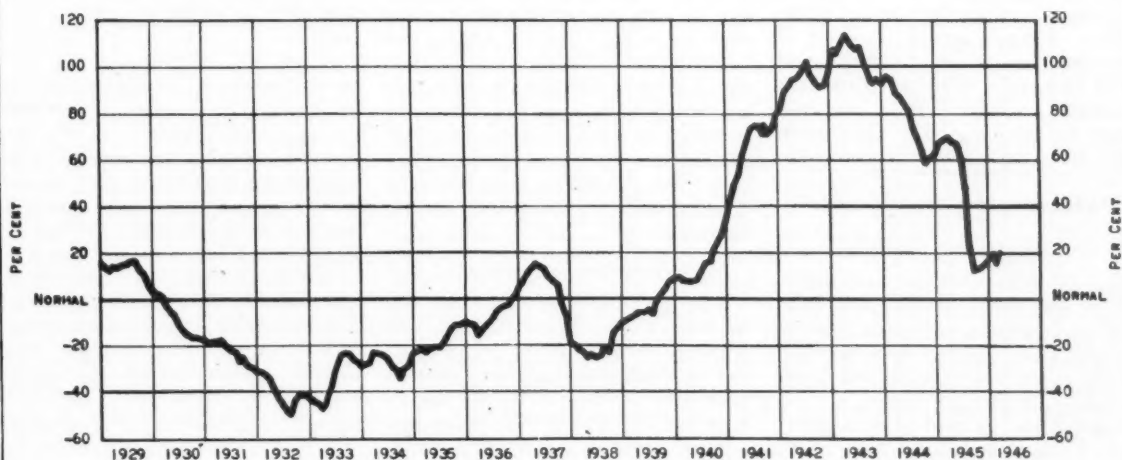
Had it not been for the widespread strike conditions of the past two or three months, industrial activity apparently would have been well ahead of its present position. Physical reconversion is no longer a major factor and materials and supplies seem to be becoming more and more available. In spite of the strikes, employment has held up exceptionally well as additions to the labor force have exceeded separa-

tions in all but one week since the first of the year. Reports from the State Department of Labor show that in the first three months of this year there were 93,000 accessions against 71,000 separations for a net gain of 22,000. This compares with net losses of 24,000 and 5,000 in the corresponding periods of 1944 and 1945 respectively.

During the last half of 1945 and the first quarter of this year construction activity in Connecticut has been increasing each month. Our construction index, which is developed from the number of square feet of floor space for buildings for which contracts have been awarded, has risen from 75% below normal in June 1945 to a position approximating normal in March of this year. This advance not only reflects the rise in actual construction but, when consideration is given to the necessary construction interval following the placing of the contract, it also indicates that considerable work is left to be done on contracts already awarded.

Although numerous industrial and large-scale building projects are in the planning stage some hesitancy has been apparent in recent months in the awarding of new contracts, principally because of existing uncertainties in respect of costs and availability of materials and labor. Advances in wholesale prices of building materials have been an important factor in the gradual rise in the all commodity index of the U. S. Bureau of Labor Statistics. At the end of March primary market prices of building materials stood at 124% of the 1926 average. This represents an increase of 3 percentage points during the month, 5 points since the first of the year, and 34 points over the prewar prices of March 1939. Despite the increasingly higher prices many items are in short supply while others are not available at all from the usual sources. Shortages of building materials in 1946 are indicated by official estimates which recently forecast deficits in many items such as: brick, 18%; lumber, 18%; structural clay tile, 27%; cast-iron soil pipe, 29%; gypsum board and lath, 32%; radiators, 52%; and shortages of asphalt roofing, bathtubs, sinks and lavatories ranging from 18 to 39 per cent. Until the supply of materials and skilled labor becomes more adequate the developing construction boom temporarily must result either, in open competitive bidding for the limited supply leading to still higher costs, or some sort of priorities scheme under a controlled pricing plan. Government authorities for the time being are inclined toward

GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



the latter choice. While building shortages exist in most categories lack of sufficient veterans' housing seems the most acute and Government agencies at the national, state and local levels are all actively concerned in meeting this problem first. Toward this end, and in an effort to clarify the situation pending passage of necessary legislation, several announcements have been made which are bound to have a bearing on construction programs during the next few months.

Late in March the Federal Government undertook to regulate all building construction with an order requiring that anyone who wants to build must secure a permit from one of 71 regional construction offices of the Civilian Production Administration. It was pointed out that the intention was to approve housing for veterans while holding down other types of construction including industrial plant expansion and housing for non-veterans. The new regulations prohibit the start of new construction except upon specific authorization or if covered by certain exemptions in the order. In connection with industrial building it has been announced that approval will be given to projects that will not delay hearing and will be of benefit to the community.

In order to help relieve the present housing emergency and prepare for the construction of permanent homes in Connecticut, the Governor presented a nine-point program which was put into effect April 12 through voluntary cooperation of federal, state and local governmental authorities and private builders and contractors. A special session of the General Assembly was called, to start May 7, with veterans' housing as the leading subject on the agenda. A bill designed to speed veterans' housing in this State and permit communities to avail themselves of Federal funds and materials for this purpose was prepared for presentation to the Assembly.

### **Determining the Market**

*(Continued from page 15)*

important as those relating to engineering or production. The number, location and character of those selected for interview must be very carefully set up to represent an accurate cross-section of all potential buyers; it must be of sufficient size to permit projection of the results; and it must be no larger than necessary in order to keep

costs in line. Sales representatives of a company invariably encounter difficulties in obtaining frank opinions, it has been observed, because of suspicion on the part of respondents that it is merely a new form of sales approach.

The wording of the questions is also important, for it is possible to get almost any kind of an answer depending upon how the questions are framed. "Lead" questions, which suggest the answer, must be avoided. Particularly important questions, the answers to which must be precise, are usually confirmed by "check" questions to insure the accuracy of these replies and all questionnaires which contain doubtful or contradictory replies must be discounted. The interviewer must be impartial and objective in conducting all interviews, and for best results should not know the name of the client for whom the survey is being made.

This is not meant to imply that the techniques required to conduct successful marketing surveys are mysteriously involved. They require thought, experience and careful organization and the only thing mysterious about it is that its value as a tool of management is not fully appreciated by every manufacturer, large or small, who has a product to sell.

If a manufacturer prefers to conduct his own marketing studies, it is possible for him to do so, provided the work can be planned, organized and supervised by someone within his organization, or outside of it, who has special training and experience in this type of work. In such instances, those selected to conduct interviews in the field must be carefully instructed and trained.

On the other hand, there are a number of companies whose sole business it is to conduct market surveys for manufacturers. Such organizations have complete facilities, including experienced interviewers located in all sections of the United States. Their services may be engaged to do a complete survey, or to undertake any phase in which the manufacturer needs assistance.

### **Determine Profitability**

The application of marketing data to the sales and distribution of new consumer products is but one of many uses to which these marketing research techniques can be put. It has already been applied successfully to an expanding number of industrial fields, including: chemicals, plastics, special

equipment, instruments, machinery, special fittings, steam and electrical generating equipment.

This article has covered only one phase of marketing research; namely its application to the marketing of a new product. The following true story is illustrative of this type of use and is particularly noteworthy as an example of its use *before* the product is produced, or even designed.

A few years ago the officers of a company wanted to enter the washing machine field. They had never made a washing machine, and there already were a number of companies well established in this field. Before even starting to plan, they engaged a company to conduct a survey of consumers and find out among other things, what features they liked and didn't like about existing machines, and what other features they considered it important for a washing machine to have.

The survey was completed, and a summary of the technical findings turned over to the company's engineering department. As a result, a revolutionary type of washing machine, incorporating the features housewives said they wanted, was designed.

Production was started, and two years later the company was the largest manufacturer of washing machines in America.

### **In Conclusion.**

Today a seller's market exists for many industrial and consumer products. On the other hand, industry's ability to produce also has been greatly expanded, and as the full weight of this increased production becomes evident, competition promises to be the most severe and exciting in our history.

A manufacturer who brings out a postwar product—no matter how good or how useful it may be—without having clearly determined the size, location and type of his market, the type of competition he must be prepared to meet, the most practical methods of distribution to employ—in short, without knowing more than he has ever known before about where and how to sell it successfully, can find himself at a serious disadvantage.

The period immediately ahead therefore, holds a challenge; it also presents an opportunity to build soundly organized sales and distribution plans, based upon actual market requirements and potentials.

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE:** This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

<b>Accounting Forms</b>	
The Baker Goodyear Co	New Haven
<b>Accounting Machines</b>	
Underwood Corporation	Bridgeport
<b>Adding Machines</b>	
Underwood Corporation	Bridgeport
<b>Advertising Specialties</b>	
The H C Cook Co 32 Beaver St	Ansonia
Waterbury Companies Inc	Waterbury
<b>Aero Webbing Products</b>	
Russell Mfg Co	Middletown
<b>Air Compressors</b>	
The Spencer Turbine Co	Hartford
<b>Air Conditioning</b>	
Home Heating Service Inc (forced air heating units, oil fired)	South Norwalk
<b>Aircraft</b>	
Chance Vought Aircraft Division	United Aircraft Corporation (airplanes)
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)
<b>Aircraft Accessories</b>	
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)	South Meriden
Warren McArthur Corp (Airplane Seatings)	Bantam
<b>Aircraft Electrical Testing Equipment</b>	
United Advertising Corp, Electrical Division	New Haven
<b>Aircraft—Repair &amp; Overhaul</b>	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
<b>Aircraft Tubes</b>	
American Tube Bending Co Inc	New Haven
<b>Air Ducts</b>	
The Wiremold Co (Retractable)	Hartford
<b>Airplanes</b>	
Chance-Vought Aircraft Div United Aircraft Corp	Stratford
<b>Aluminum Castings</b>	
Newton-New Haven Co 688 Third Avenue	West Haven
<b>Aluminum Forgings</b>	
Scovill Manufacturing Company	Waterbury 91
<b>Aluminum Goods</b>	
Waterbury Companies Inc	Waterbury
<b>Aluminum Ingots</b>	
Lapides Metals Corp	New Haven
<b>Aluminum Lasts</b>	
Shoe Hardware Div U S Rubber Company	Waterbury
<b>Aluminum—Sheets &amp; Coils</b>	
United Smelting & Aluminum Co Inc	New Haven
<b>Ammunition</b>	
Remington Arms Co Inc	Bridgeport
Winchester Repeating Arms Company Division	Olin Industries Inc
<b>Anodizing</b>	
Conn Metal Finishing Co	Hamden
<b>Apparel Fabrics—Woolen &amp; Worsted</b>	
Broad Brook Company	Broad Brook
<b>Artificial Leather</b>	
The Permatex Fabrics Corp	Jewett City
Zapon Div, Atlas Powder Co	Stamford
<b>Asbestos</b>	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven
The Raybestos Div of Raybestos-Manhattan Inc	brake lining, clutch facings, sheet packing and wick
The Auburn Manufacturing Company (gaskets, packings, wicks)	Middletown
<b>Asbestos &amp; Rubber Packing</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
<b>Assemblies, Small</b>	
The Greist Manufacturing Co	New Haven
The Han-Dee Spring and Manufacturing Co (Small)	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Auto Cable Housing</b>	
The Wiremold Company	Hartford
<b>Automatic Control Instruments</b>	
The Bristol Co (temperature, pressure, flow, humidity, time)	Waterbury
<b>Automobile Accessories</b>	
The Rostand Mfg Co (windshields, seats and body hardware)	Milford
The Raybestos Div of Raybestos-Manhattan Inc	(brake lining, rivet brass, clutch facings, packing)
Kilborn-Sauer Company (lights and other accessories)	Fairfield
<b>Automotive Friction Fabrics</b>	
The Russell Mfg Co	Middletown
<b>Automotive Parts</b>	
Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown
<b>Automotive &amp; Service Station Equipment</b>	
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
The Raybestos Div of Raybestos-Manhattan Inc	(brake service machinery)
<b>Automotive Tools</b>	
Eis Manufacturing Company	Middletown
<b>Bakelite Moldings</b>	
Waterbury Companies Inc	Waterbury
The Watertown Mfg Co	Watertown
<b>Bakery Ovens</b>	
American Machine & Foundry Co	New Haven
<b>Balls</b>	
The Abbott Ball Co (steel bearing and burnish-ing)	Hartford
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
<b>Banks</b>	
Hall Mfg Co (dime and combination)	Ansonia
<b>Barrels</b>	
The Abbott Ball Co (burnishing and tumbling)	Hartford
The Hartford Steel Ball Co (tumbling)	Hartford
<b>Bathroom Accessories</b>	
The Autoyre Company	Oakville
The Charles Parker Co	Meriden
<b>Bath Tubs</b>	
Dextone Company	New Haven
<b>Bearings</b>	
New Departure Div of General Motors (ball)	Bristol
Fafnir Bearing Co (ball)	New Britain
Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
<b>Bellows</b>	
Bridgeport Thermostat Company Inc (metallic)	Bridgeport
<b>Bellows Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bellows Shaft Seal Assemblies</b>	
Bridgeport Thermostat Company Inc	Bridgeport
<b>Bells</b>	
Revin Brothers Mfg Co	East Hampton
The Gong Bell Mfg Co	East Hampton
The N N Hill Brass Co	East Hampton
Gaynor Electric Company Inc (and buzzers)	Bridgeport
<b>Belt Fasteners</b>	
Saling Manufacturing Company (patented self-aligning)	Unionville
<b>Belting</b>	
Hartford Belting Co	Hartford
The Russell Mfg Co	Middletown
The Thames Belting Co	Norwich
<b>Benches</b>	
The Charles Parker Co (piano)	Meriden
<b>Bent Tubing</b>	
American Tube Bending Co Inc	New Haven
<b>Bicycle Coaster Brakes</b>	
New Departure Div General Motors Corp	Bristol
<b>Bicycle Sundries</b>	
New Departure Div General Motors Corp	Bristol
<b>Binders Board</b>	
Colonial Board Company	Manchester
<b>Biological Products</b>	
Ernst Bischoff Company Inc	Ivoryton
<b>Blackening Salts for Metals</b>	
Mitchell-Bradford Chemical Co	Bridgeport
<b>Blades</b>	
Capewell Manufacturing Company, Metal Saw Division (hack saw and band saw)	Hartford
<b>Bleaching, Dyeing, Printing &amp; Finishing</b>	
The United States Finishing Company (textile fabrics)	Norwich
<b>Blocks</b>	
Howard Company (cupola fire clay)	New Haven
<b>Blower Fans</b>	
The Spencer Turbine Co	Hartford
Colonial Blower Company	Hartford
Connecticut Blower Company	Hartford
<b>Blower Systems</b>	
Colonial Blower Company	Hartford
L-R Mfg Div of The Ripley Co	Torrington
Connecticut Blower Company	Hartford
<b>Boilers</b>	
The Bigelow Co	New Haven
Petroleum Heat & Power Co (domestic only)	Stamford
<b>Bolts &amp; Nuts</b>	
Clark Brothers Bolt Co	Milddale
The O K Tool Co Inc (T-Slot)	33 Hull St Shelton
The Blake & Johnson Co (nuts, machine screws, bolts, stove)	Waterville
<b>Bomb Sling &amp; Tank Strap Terminals for Aircraft</b>	
Geo W Fleming Co	Wallingford
<b>Bonderizing</b>	
Clairglow Mfg Company	Portland
The Leeds Electric and Mfg Co	Hartford
<b>Bouillon Cubes</b>	
Maggi Co Inc (Maggi's)	New Milford
<b>Box Board</b>	
The Lydall & Foulds Paper Co	Manchester
National Folding Box Co	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes</b>	
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Portland
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
Clairglow Mfg Company (metal)	Portland
Folding Boxes Incorporated (paper, folding)	Manchester
<b>Boxes &amp; Crates</b>	
The City Lumber Co of Bridgeport Inc	Bridgeport
<b>Boxes—Paper—Folding</b>	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
S Curtis & Son Inc	Sandy Hook
M S Dowd Carton Co	Hartford
National Folding Box Co (paper folding)	New Haven
The Warner Brothers Company	Bridgeport
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
<b>Boxes—Paper—Setup</b>	
Bridgeport Paper Box Co	Bridgeport
The Heminway Corporation	Waterbury
<b>Brake Cables</b>	
Eis Manufacturing Co	Middletown
<b>Brake Linings</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
The Raybestos Div of Raybestos-Manhattan Inc	(automotive and industrial)
The Russell Mfg Co	Middletown
<b>Brake Service Parts</b>	
Eis Manufacturing Co	Middletown
<b>Brass and Bronze</b>	
The American Brass Co (sheet, wire, rods, tubes)	Waterbury
The Bristol Brass Corp (sheet, wire, rods)	Bristol
The Miller Company (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Scovill Manufacturing Company	Waterbury 91
The Thinsheet Metals Co (sheets and rolls)	Waterbury
<b>Brass &amp; Bronze Ingot Metal</b>	
The Whipple and Choate Company	Bridgeport
<b>Brass &amp; Copper Goods</b>	
The Keeney Mfg Co (special bends)	Newington

(Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

**Brass Goods**  
 Scovill Manufacturing Company (To Order) Waterbury 91  
 Waterbury Companies Inc (to order) (small sheet metal parts) Waterbury  
 Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Brass Mill Products**  
 Bridgeport Brass Co Bridgeport  
 Scovill Manufacturing Company Waterbury 91  
 Chase Brass & Copper Co Waterbury

**Brass Stencils—Interchangeable**  
 The Fletcher Terry Co Box 415, Forestville

**Brass Wall Plates**  
 Gaynor Electric Company Inc Bridgeport

**Brick—Building**  
 The Donnelly Brick Co New Britain

**Bricks—Fire**  
 Howard Company New Haven

**Broaching**  
 The Hartford Special Machinery Co Hartford  
 American Standard Co Plantsville

**Brooms—Brushes**  
 The Fuller Brush Co Hartford

**Buckles**  
 The Hatheway Mfg Co (Dee Rings) Bridgeport  
 The Hawie Mfg Co Bridgeport  
 The G E Prentice Mfg Co New Britain  
 John M Russell Mfg Co Inc Naugatuck  
 B Schwanda & Sons Staffordville  
 The Patent Button Co Waterbury  
 Waterbury Companies Inc Waterbury  
 Shoe Hardware Div U S Rubber Company (footwear, clothing and strap) Waterbury

**Buffing & Polishing Compositions**  
 Apothecaries Hall Co Waterbury  
 Lea Mfg Co Waterbury

**Buffing Wheels**  
 The Williamsville Buff Mfg Co Danielson

**Buttons**  
 B Schwanda & Sons Staffordville  
 The Patent Button Co Waterbury  
 Colt's Patent Fire Arms Mfg Co Hartford  
 Scovill Manufacturing Company (Uniform and Tack Fastened) Waterbury 91  
 Waterbury Companies Inc Waterbury  
 The L C White Company Waterbury

**Cabinets**  
 The Charles Parker Co (medicine) Meriden

**Cabinet Work**  
 Hartford Builders Finish Co Hartford

**Cages**  
 The Andrew B Hendryx Co (bird and animal) New Haven

**Cams**  
 The Hartford Special Machinery Co Hartford  
 Rowbottom Machine Company Inc Waterbury

**Canvas Products**  
 F B Skiff Inc Hartford

**Capacitors**  
 The Electro Motive Mfg Co Inc (mica & trimmer) Willimantic

**Card Clothing**  
 The Standard Card Clothing Co (for textile mills) Stafford Springs

**Carpets and Rugs**  
 Bigelow-Sanford Carpet Co Thompsonville

**Carpet Lining**  
 Palmer Brothers Co New London

**Casket Trimmings**  
 The Bridgeport Casket Hardware Co Bridgeport

**Casters**  
 The Bassick Company (Industrial and General) Bridgeport

**Casters—Industrial**  
 George P Clark Co Windsor Locks

**Castings**  
 The Charles Parker Co (gray iron) Meriden  
 The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum) Meriden  
 The Gillette-Vibber (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London  
 The Sessions Foundry Co (gray iron) Bristol  
 John M Russell Mfg Inc (brass, bronze and aluminum) Naugatuck  
 Malleable Iron Fittings Co (malleable iron and steel) Branford  
 McLagon Foundry Co (gray iron) New Haven  
 Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven  
 Philbrick-Booth & Spencer Inc (gray iron) Hartford  
 Scovill Manufacturing Company (Brass & Bronze) Waterbury 91  
 Union Mfg Co (gray iron) New Britain  
 Wilcox Crittenden & Co Inc (gray iron and brass) Middletown  
 The Waterbury Foundry Company (highway & sash weights) Waterbury

**Castings—Permanent Mould**  
 The Bradley & Hubbard Mfg Co (zinc and aluminum) Meriden

**Centrifugal Blower Wheels**  
 The Torrington Manufacturing Co Torrington

**Chain**  
 John M Russell Mfg Co Inc Naugatuck

**Chain—Welded and Weldless**  
 Bridgeport Chain & Mfg Co Bridgeport

**Chains—Bead**  
 The Bead Chain Mfg Co Bridgeport

**Chartered Coach Service**  
 The Connecticut Company (excursions a specialty) New Haven

**Chemicals**  
 Apothecaries Hall Co Waterbury  
 MacDermid Incorporated Waterbury  
 American Cyanamid & Chemical Corp Waterbury  
 Edcan Laboratories South Norwalk  
 Macalaster Bicknell Company New Haven

**Cherries**  
 John Magee & Co Incorporated Saybrook

**Chromium Plating**  
 Chromium Corp of America Waterbury  
 The Chromium Process Company Shelton

**Chucks**  
 The Cushman Chuck Co Hartford

**Chucks & Face Plate Jaws**  
 Union Mfg Co New Britain

**Clay**  
 Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleansing Compounds**  
 MacDermid Incorporated Waterbury

**Clocks**  
 Seth Thomas Clocks Thomaston  
 The United States Time Corporation Waterbury

**Clocks—Alarm**  
 The Lux Clock Mfg Co Waterbury  
 The New Haven Clock and Watch Co (spring & electric) New Haven

**Clocks—Automatic Cooking**  
 The Lux Clock Mfg Co Waterbury

**Clock Mechanisms**  
 The Lux Clock Mfg Co Waterbury

**Clutch Facings**  
 The Russell Mfg Co Middletown

**Clutch—Friction**  
 The Raybestos Div of Raybestos-Manhattan Inc (clutch facings—molded, woven, fabric, metallic) Bridgeport

**Colinmaster Products**  
 Hall Mfg Co Ansonia

**Comfortables**  
 Palmer Brothers Co New London

**Communication Equipment**  
 Airadio Incorporated (aircraft, marine, intra-facility) Stamford

**Compressors**  
 Norwalk Company Inc (high pressure air and gas) South Norwalk

**Cones**  
 Sonoco Products Co (Climax-Lowell Div) Mystic  
 (Paper)

**Concrete Products**  
 Plasticrete Corp Hamden

**Consulting Engineers**  
 The Stanley P Rockwell Co Inc (Consulting) 296 Homestead Ave Hartford

**Contract Machining**  
 Malleable Iron Fittings Company Branford

**Contract Manufacturers**  
 Geo W Fleming Co (Metal parts and assemblies) Wallingford  
 The Greist Mfg Co (metal parts and assemblies) 503 Blake St New Haven  
 Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham  
 Scovill Manufacturing Company (Metal Parts and Assemblies) Waterbury 91  
 Waterbury Companies Inc Waterbury

**Conveyor Systems**  
 The Leeds Electric and Mfg Co Hartford

**Copper**  
 The American Brass Co (sheet, wire, rods, tubes) Waterbury  
 The Bristol Brass Corp (sheet) Bristol  
 The Thinsheet Metals Co (sheets and rolls) Waterbury  
 Chase Brass & Copper Co (sheet, rod, wire, tube) Waterbury

**Copper Sheets**  
 The New Haven Copper Co Seymour

**Copper Shingles**  
 The New Haven Copper Co Seymour

**Copper Water Tube**  
 Bridgeport Brass Co Bridgeport

**Cork Cots**  
 Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**  
 The Danbury Square Box Co Danbury

**Corrugated Shipping Cases**  
 D L & D Container Corp 87 Shelton Ave New Haven

**Cosmetics**  
 Connecticut Corrugated Box Div Robert Gair Co Inc Portland  
 The Eyelet Specialty Co Waterbury

**Cosmetics**  
 Northam Warren Corporation Stamford  
 The J B Williams Co Glastonbury

**Cotton Batting & Jute Batting**  
 Palmer Brothers New London

**Cotton Yarn**  
 The Floyd Cranska Co Moosup

**Counting Devices**  
 Veeder-Root Inc Hartford

**Cut Stone**  
 The Dextone Co New Haven

**Cutters**  
 The Standard Machinery Co (rotary board, single and duplex) Mystic  
 The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton  
 The Barnes Tool Company (pipe cutters, band) New Haven

**Delayed Action Mechanism**  
 M H Rhodes Inc Hartford  
 The R W Cramer Company Inc Centerbrook

**Dental Gold Alloys**  
 The J M Ney Company Hartford

**Dictating Machines**  
 Dictaphone Corporation Bridgeport  
 The Soundscribe Corporation New Haven

**Die & Tool Makers**  
 Parsons Tool Inc New Britain

**Die Castings**  
 Newton-New Haven Co Inc 688 Third Ave West Haven

**Die Casting Dies**  
 ABA Tool & Engineering Co Manchester  
 The Weimann Bros Mfg Co Derby

**Die Castings (Aluminum & Zinc)**  
 Corbin Cabinet Lock Div American Hardware Corp New Britain

**Die-Heads—Self-Opening**  
 The Eastern Machine Screw Corp Truman & Barclay Sts New Haven  
 The Geometric Tool Co New Haven

**Dies**  
 The Hoggson & Pettis Mfg Co 141 Brewery St New Haven

**Die Castings**  
 The Parker Stamp Works Inc (for plastics and die castings) Hartford  
 American Standard Co Plantsville

**Dish Washing Machines**  
 Colt's Patent Fire Arms Mfg Co Hartford

**Disk Harrows**  
 Orkil Inc—Cutaway Harrow Division Higganum

**Door Closers**  
 The Yale & Towne Manufacturing Company Stamford

**Dowel Pins**  
 The Allen Manufacturing Co Hartford

**Draperies**  
 Palmer Brothers Co New London

**Drilling Machines**  
 The Henry & Wright Manufacturing Company (sensitive) Hartford

**Drop Forgings**  
 Wilcox Crittenden & Co Inc Middletown  
 The Blakeslee Forging Co Plantsville  
 Atwater Mfg Co Hartford  
 Capewell Mfg Company Bridgeport  
 The Bridgeport Hdwe Mfg Corp Bridgeport

**Druggists' Rubber Sundries**  
 The Seamless Rubber Company New Haven  
 Goodyear Rubber Sundries Inc (Guardian "Plasti-Clear," baby pants, crib sheets & bibs, household aprons, raincoats, scarves & hoods, shower curtains, etc.) New Haven

**Dust Collecting Systems**  
 Connecticut Blower Company Hartford

**Edged Tools**  
 The Collins Co (axes and other edged tools) Collinsville

**Elastic Webbing**  
 The Russell Mfg Co Middletown

**Electric Appliances**  
 The Silcox Co 80 Pliny St Hartford (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

**Electric Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric—Communtators & Segments**  
The Cameron Elec Mfg Co (rewinding motors) Ansonia

**Electric Cord & Cord Sets**  
Accurate Insulated Wire Corp New Haven

**Electric Cords**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Eye Control**  
United Cinephone Corporation Torrington

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Hand Irons**  
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

**Electric Heating Element & Units**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Insulation**  
The Rogers Corporation Manchester  
Case Brothers Inc Manchester

**Electric Panel Boards**  
Federal Electric Products Co Inc Hartford

**Electric Safety Switches**  
Federal Electric Products Co Inc Hartford

**Electric Signs**  
United Advertising Corp New Haven

**Electric Time Controls**  
The R W Cramer Company Inc Centerbrook

**Electric Timepieces**  
The New Haven Clock and Watch Co (automobile & alarm) New Haven

**Electric Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Circuit Breakers**  
Federal Electric Products Co Inc Hartford

**Electrical Conduit Fittings & Grounding Specialties**  
The Gillette-Vibber Company New London

**Electrical Control Apparatus**  
The Trumbull Electric Mfg Co Plainville  
Federal Electric Products Co Inc Hartford

**Electrical Goods**  
A C Gilbert Co New Haven

**Electrical Motors**  
U S Electrical Motors Inc Milford

**Electrical Recorders**  
The Bristol Co Waterbury

**Electrical Relays and Controls**  
Allied Control Co Plantsville

**Electronic Equipment**  
Airadio Incorporated Stamford

**Electronics**  
The Gray Manufacturing Company Hartford  
Crystal Research Laboratories Inc Hartford  
Arthur T Hatton & Company Hartford  
United Cinephone Corporation Torrington

**Electroplating**  
National Sherardizing & Machine Co Hartford

**Electroplating—Equipment & Supplies**  
Enthone Inc New Haven

**Electrotypes**  
W T Barnum & Co Inc (all classes) New Haven

**Elevators**  
The Eastern Machinery Co (passenger and freight) New Haven

**Embalming Chemicals**  
The Embalmers' Supply Co Westport

**Enameling**  
The Leeds Electric and Mfg Co (including wrinkle finishes) Hartford  
Conn Metal Finishing Co Hamden

**Enameling and Finishing**  
Clairglow Mfg Co Portland

**Engines**  
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport  
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford

**Envelopes**  
Plimpton Mfg Co Div U S Envelope Co Hartford  
Curtis 1009 Inc Hartford

**Extractors—Tap**  
The Walton Company 94 Allyn St Hartford

**Eyelets**  
The Platt Bros & Co P O Box 1030 Waterbury  
Scovill Manufacturing Co Waterbury 91  
Waterbury Companies Inc Waterbury  
The Plume & Atwood Mfg Co Waterbury  
The Chromium Process Company Shelton  
The L C White Company Waterbury

**Fasteners—Slide & Snap**  
The G E Prentice Mfg Co New Britain  
Scovill Manufacturing Company (Snap) Waterbury 91

**Felt**  
The Auburn Manufacturing Company (mechanical, cut parts) Middletown

**Felt—All Purposes**  
American Felt Co (Mills & Cutting Plant) Glenville

**Ferrules**  
Waterbury Companies Inc Waterbury

**Fibre Board**  
The C H Norton Co North Westchester  
Rogers Corporation (Specialty) Manchester  
Case Brothers Inc Manchester

**File Cards**  
The Standard Card Clothing Co Stafford Springs

**Film Spools**  
Watkins Manufacturing Co Inc Milford

**Finger Nail Clippers**  
The H C Cook Co 32 Beaver St Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Hartford  
Remington Arms Co Inc Bridgeport  
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
The John P Smith Co (screens) 423-33 Chapel St New Haven  
The Rostand Mfg Co Milford  
The American Windshield & Specialty Co 881 Boston Post Road Milford

**Fireproof Floor Joists**  
The Dextong Co New Haven

**Fireworks**  
M Backes' Sons Inc Wallingford

**Fishing Tackle**  
The Horton Mfg Co (reels, rods, lines) Bristol  
The Bevin-Wilcox Line Co (lines) East Hampton

**Flashlights**  
The H C Cook Co 32 Beaver St Ansonia

**Flashlight and Radio Batteries**  
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Floor & Ceiling Plates**  
Gaynor Electric Company Inc Bridgeport

**Fluorescent Lighting Equipment**  
The Wiremold Company Hartford

**Forgings**  
Clark Brothers Bolt Co Milldale  
Heppenstall Co (all kinds and shapes) Bridgeport

**Foundries**  
Scovill Manufacturing Company (Non-ferrous) Waterbury 91  
Union Mfg Co (gray iron) New Britain  
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown  
The Sessions Foundry Co (iron) Bristol

**Foundry Riddles**  
The John P Smith Co 423-33 Chapel St New Haven

**Furnaces**  
Rolock Inc (brass, galvanized, steel) Southport  
Home Heating Service Inc (warm air oil fired) South Norwalk

**Furnace Linings**  
The Mullite Refractories Co Shelton

**Furniture Pads**  
The Gilman Brothers Company Gilman

**Gage Blocks**  
Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Galvanizing & Electrical Plating**  
The Gillette-Vibber Co New London

**Gaskets**  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport

**Gauges**  
The Auburn Manufacturing Company (from all materials) Middletown  
The Bristol Co (pressure and vacuum—recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co Inc Bridgeport  
Hart Engineering Div or W Hart Buick Co Inc (Plug Ring Snap Flush Pin & all types of special gauges) Hartford  
American Standard Co Plantsville  
Fonda Gage Company (special) Stamford

**Gears—Reverse & Reduction for Motor Boats**  
The Snow-Nabstedt Gear Corp New Haven

**Gears and Gear Cutting**  
The Hartford Special Machinery Co Hartford  
The Gray Mfg Co (Zero Bevel) Hartford

**General Plating**  
The Chromium Process Co (copper, nickel, chromium and cadmium plating) Derby

**Glass and China**  
The Rocknell Silver Co (silver decorated) Meriden

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Coffee Makers**  
The Silex Co 80 Pliny St Hartford

**Glass Cutters**  
The Fletcher Terry Co Box 415 Forestville

**Golf Equipment**  
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

**Governors**  
The Pickering Governor Co (speed regulating, centrifugal, hydraulic) Portland

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven

**Grinding**  
The Centerless Grinding Co Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) Bridgeport  
19 Staples Street Hartford

**Grinding Machines**  
The Hartford Special Machinery Co (gears, threads, cams and splines) Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**  
The Plume & Atwood Mfg Co (brass and zinc) Waterbury

**Hand Tools**  
The Bridgeport Hdwe Mfg Corp (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport  
The Peck Stow & Wilcox Co (Bit braces, chisels, dividers, draw knives, hammers, pliers squares, snips, wrenches) Southington

**Hardware**  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
The Bassick Company (Automotive) Bridgeport  
Hall Mfg Co (bridge table) Ansonia  
The Yale & Towne Manufacturing Company (builders) Stamford

**Hardware—Trailer Cabinet**  
The Excelsior Hardware Co Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol  
The Yale & Towne Manufacturing Company Stamford

**Hat Machinery**  
Doran Brothers Inc Danbury

**Health, Surgical & Orthopedic Supplies**  
The Berger Brothers Company (custom made for back, breast and abdomen) New Haven

**Heat Treating**  
The A F Holden Co 200 Winchester St New Haven  
The Bennett Metal Treating Co Elmwood  
1045 New Britain Ave  
The Stanley P Rockwell Co Inc Hartford  
296 Homestead Ave  
The Driscoll Wire Company Shelton

**Heat-Treating Equipment**  
The Autoyre Company Oakville  
The Stanley P Rockwell Co Inc (commercial) Hartford  
296 Homestead Ave  
The Wallace Barnes Co Div Associated Spring Corp Bristol  
The A F Holden Company, 52 Richards Street West Haven (Main Plant)

**Heat Treating Salts and Compounds**  
The A F Holden Company 52 Richards Street West Haven  
Mitchell-Bradford Chemical Co Bridgeport

**Heating Apparatus**  
The Miller Company (domestic oil burners and heating devices) Meriden

**Hex-Socket Screws**  
The Allen Manufacturing Co Hartford

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Homer D Bronson Company Beacon Falls

**Hobs and Hobbings**  
ABA Tool & Engineering Co Manchester (Advt.)

# I T ' S M A D E I N C O N N E C T I C U T

<b>Hoists and Trolleys</b> Union Mfg Company New Britain	<b>Lightning Protection</b> Edward H Brown Hartford & New Haven	<b>Marine Equipment</b> The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware) Milford Wilcox Crittenden & Co Inc Middletown Kilborn-Sauer Company (running lights and searchlights) Fairfield
<b>Hose Supporter Trimmings</b> The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport	<b>Lithography</b> The New Haven Printing Company New Haven	<b>Marking Devices</b> The Hoggson & Pettis Mfg Co New Haven The Parker Stamp Works Inc (steel and rubber) Hartford
<b>Hospital Signal Systems</b> Connecticut Telephone & Electric Division of Great American Industries Inc Meriden	<b>Locks—Banks</b> The Yale & Towne Manufacturing Company Stamford	<b>Matrices</b> W T Barnum & Co Inc New Haven
<b>Hot Water Heaters</b> Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford	<b>Locks—Builders</b> The Yale & Towne Manufacturing Company Stamford	<b>Mattresses</b> Palmer Brothers Co New London Waterbury Mattress Co Waterbury
<b>Hydraulic Brake Fluids</b> Eis Manufacturing Co Middletown	<b>Locks—Cabinet</b> Corbin Cabinet Lock Div American Hardware Corp New Britain	<b>Mechanical Assemblies—Small</b> M H Rhodes Inc Hartford
<b>Industrial Finishes</b> Zapon Div Atlas Powder Co Stamford	<b>Locks—Special Purpose</b> The Yale & Towne Manufacturing Company Stamford	<b>Mechanics Hand Tools</b> The Bridgeport Hdwe Mfg Corp (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport
<b>Industrial and Marking Tapes</b> The Seamless Rubber Company New Haven	<b>Locks—Suit-Case and Trimmings</b> Corbin Cabinet Lock Div American Hardware Corp New Britain	<b>Metal Cleaners</b> Apothecaries Hall Co Waterbury
<b>Infra-Red Equipment</b> The Leeds Electric and Mfg Co Hartford	<b>Locks—Trunk</b> Corbin Cabinet Lock Div American Hardware Corp New Britain	<b>Metal Cleaning Machines</b> Colt's Patent Fire Arms Mfg Co Hartford
<b>Insecticides</b> American Cyanamid & Chemical Corp Waterbury	<b>Locks—Zipper</b> The Excelsior Hardware Co Stamford	<b>Metal Finishes</b> Mitchell-Bradford Chemical Co Bridgeport
<b>Insulated Wire Cords &amp; Cable</b> The Kerite Insulated Wire & Cable Co Inc Seymour	<b>Loom—Non-Metallic</b> The Wiremold Company Hartford	<b>Metal Finishing</b> National Sherardizing & Machine Co Hartford
<b>Instruments</b> J-B-T Instruments Inc (Electrical and Temperature) New Haven	<b>Luggage Fabric</b> The Falls Company Norwich	<b>Metal Goods</b> Bridgeport Brass Co (to order) Bridgeport Waterbury Companies Inc (to order) Waterbury
<b>Insulation</b> The Gilman Brothers Co Gilman	<b>Lumber &amp; Millwork Products</b> The City Lumber Co of Bridgeport Inc Bridgeport	<b>Metallizing</b> Conn Metal Finishing Co Hamden
<b>Insulating Refractories</b> The Mullite Refractories Co Shelton	<b>Machinery</b> The Fenn Manufacturing Company (Special) Hartford	<b>Metal Novelties</b> The H C Cook Co 32 Beaver St Ansonia Waterbury Companies Inc Waterbury
<b>Inter-Communications Equipment</b> Connecticut Telephone & Electric Division of Greta American Industries Inc Meriden	<b>The Torrington Manufacturing Co (mill)</b> Thomaston	<b>Metal Products</b> The State Welding Company Hartford
<b>Jacquard</b> Case Brothers Inc Manchester	<b>The Standard Machinery Co (bookbinders)</b> Mystic	<b>Metal Products—Stampings</b> J H Sessions & Son Bristol Scovill Manufacturing Company (Made-to-Order) Waterbury 91 Waterbury Companies Inc Waterbury
<b>Japanning</b> J H Sessions & Son Bristol	<b>The Peck Stow &amp; Wilcox Co (Machines &amp; tools for sheet metal fabrication—manually &amp; power operated)</b> Southington	<b>Metal Specialties</b> The Excelsior Hardware Co Stamford
<b>Jig Borer</b> Moore Special Tool Co (Moore) Bridgeport	<b>Machinery Dealers &amp; Rebuilders</b> Botwinik Brothers New Haven Machinery Dealers Inc New Haven J L Lucas and Son Fairfield	<b>Metal Stampings</b> The Autoyre Co (Small) Oakville The Patent Button Co Waterbury The Excelsior Hardware Co Stamford J H Sessions & Son Bristol The H C Cook Co 32 Beaver St Ansonia The Greist Mfg Co 503 Blake St New Haven Waterbury Companies Inc Waterbury Bridgeport Chain & Mfg Co Bridgeport The J A Otterbein Company (metal fabrications) Middletown Scovill Manufacturing Company (Contract) Waterbury 91 The Verplex Company (Contract) Essex The Plume & Atwood Mfg Co (brass, copper and steel) Waterbury Saling Manufacturing Company Unionville The Stanley Works New Britain
<b>Jig Boring</b> Parsons Tool Inc New Britain American Standard Co Plantsville	<b>Machines—Automatic</b> The A H Nilson Mach Co (Special) Bridgeport	<b>Meters—Gas</b> The Sprague Meter Company Bridgeport
<b>Jig Grinder</b> Moore Special Tool Co (Moore) Bridgeport	<b>Machines—Forming</b> The A H Nilson Mach Co (four-slide wire and ribbon stock) Bridgeport	<b>Microscope—Measuring</b> Lundberg Engineering Company Hartford
<b>Jigs &amp; Fixtures</b> American Standard Co Plantsville	<b>Machine Work</b> Geo W Fleming Co Wallingford The Hartford Special Machinery Co (contract work only) Hartford The Torrington Manufacturing Co (special rolling mill machinery) Torrington The Fenn Manufacturing Company (precision parts) Hartford The Parker Stamp Works Inc (Special) Fairfield	<b>Milk Bottle Carriers</b> The John P Smith Co 423-33 Chapel St New Haven
<b>Jointing</b> The Raybestos Div of Raybestos-Manhattan Inc (compressed sheet) Bridgeport	<b>Machines—Paper Ruling</b> John McAdams & Sons Inc Norwalk	<b>Millboard</b> The Raybestos Div of Raybestos-Manhattan Inc (asbestos) Bridgeport
<b>Key Blanks</b> Corbin Cabinet Lock Div American Hardware Corp New Britain	<b>Magnets</b> Cinaudagraph Corp (Permanent) Stamford	<b>Milling Machines</b> Rowbottom Machine Company Inc (cam) Waterbury
<b>Labels</b> J & J Cash Inc (Woven) South Norwalk	<b>Mail Boxes, Apartment &amp; Residential</b> Corbin Cabinet Lock Div American Hardware Corp New Britain	<b>Mill Supplies</b> Wilcox Crittenden & Co Inc Middletown
<b>Label Moisteners</b> Better Packages Inc Shelton	<b>Mailing Machines</b> Pitney-Bowes Inc Stamford	<b>Millwork</b> Hartford Builders Finish Co Hartford
<b>Laboratory Equipment</b> Eastern Engineering Co New Haven	<b>Manganese Bronze Ingot</b> The Whipple and Choate Company Bridgeport	<b>Minute Minders</b> The Lux Clock Mfg Co Waterbury
<b>Laboratory Supplies</b> Macalaster Bicknell Company New Haven	<b>Marine Engines</b> The Lathrop Engine Co Mystic	<b>Mixing Equipment</b> Eastern Engineering Co New Haven
<b>Lacquers &amp; Synthetic Enamels</b> Zapon Div Atlas Powder Co Stamford		<b>Monuments</b> The Beij & Williams Co Hartford
<b>Ladders</b> A W Flint Co 196 Chapel St New Haven		<b>Motor Switches</b> Gaynor Electric Company Inc Bridgeport
<b>Lamp Shades</b> The Verplex Company Essex		<b>Moulded Plastic Products</b> The Patent Button Co Waterbury Colt's Patent Fire Arms Mfg Co Hartford Waterbury Companies Inc Waterbury The Watertown Mfg Co 117 Echo Watertown (Advt.)
<b>Lamps</b> The Rostand Mfg Company (brass, colonial style & brass candlesticks) Milford		
<b>Lathes</b> The Bullard Company (vertical turret cutmaster and Multi-Au-Matic, vertical multi-spindle) Bridgeport		
<b>Leather</b> Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury		
<b>Leather Goods Trimmings</b> The Geo A Shepard & Sons Co (sheepskin, shoe upper, garment, grain and suede) Bethel		
<b>Leather, Mechanical</b> The G E Prentice Mfg Co New Britain		
<b>Letterheads</b> The Auburn Manufacturing Company (packings, cubs, washers, etc.) Middletown		
<b>Lettering</b> Lehman Brothers Inc (designers, engravers, lithographers) New Haven		
<b>Lighting Equipment</b> The Miller Co (Miller, Duplexalite, Ivanhoe) Meriden Waterbury Companies Inc Waterbury		

# IT'S MADE IN CONNECTICUT

<b>Mouldings</b>	
The Himmel Brothers Co (architectural, metal and store front)	Hamden
<b>Moulds</b>	
ABA Tool & Engineering Co	Manchester
The Hoggson & Pettis Mfg Co (steel)	114 Brewery St New Haven
The Sessions Foundry Co (heat resisting for non-ferrous metals)	Bristol
The Parker Stamp Works Inc (compression, injection & transfer for plastics)	Hartford
Lundberg Engineering Company (plastic)	Hartford
<b>Napper Clothing</b>	
The Standard Card Clothing Co (for textile mills)	Stafford Springs
<b>Nickel Anodes</b>	
Apothecaries Hall Co	Waterbury
The Seymour Mfg Co	Seymour
<b>Nickel Silver</b>	
The Seymour Mfg Co	Seymour
<b>Nickel Silver Ingot</b>	
The Whipple and Choate Company	Bridgeport (Advt.)
<b>Night Latches</b>	
The Yale & Towne Manufacturing Company	Stamford
<b>Non-ferrous Metal Castings</b>	
The Miller Company	Meriden
<b>Nuts, Bolts and Washers</b>	
Clark Brothers Bolt Co	Milldale
<b>Office Equipment</b>	
Pitney-Bowes Inc	Stamford
Underwood Corporation	Bridgeport & Hartford
<b>Offset Printing</b>	
The New Haven Printing Company	New Haven
<b>Oil Burners</b>	
The Silent Glow Oil Burner Corp	1477 Park St Hartford
Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford
The Miller Company (domestic)	Meriden
<b>Oil Burner Wick</b>	
The Raybestos Div of Raybestos-Manhattan Inc	Bridgeport
<b>Oil Tanks</b>	
The Norwalk Tank Co Inc (550 to 30 M gals, underwriters above and under ground)	South Norwalk
<b>Olives</b>	
John Magee & Co Incorporated	Saybrook
<b>Ovens</b>	
American Machine & Foundry Co	New Haven
<b>Package Sealers</b>	
Better Packages Inc	Shelton
<b>Packing</b>	
The Raybestos Div of Raybestos-Manhattan Inc (rubber sheet and automotive)	Bridgeport
The Auburn Manufacturing Company (leather, rubber, asbestos, fibre)	Middletown
<b>Padlocks</b>	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
The Yale & Towne Manufacturing Company	Stamford
<b>Paints and Enamels</b>	
The Staminit Corp	New Haven
The Tredennick Paint Mfg Co	Meriden
<b>Panta</b>	
Moore Special Tool Co (crush wheel dresser)	Bridgeport
<b>Paperboard</b>	
Connecticut Corrugated Box Div	Robert Gair Co Inc Portland
The New Haven Pulp & Board Co	New Haven
<b>Paper Boxes</b>	
National Folding Box Co (folding)	New Haven
The New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co (folding)	Montville
The Strouse Adler Co	New Haven
Atlantic Carton Corp (folding)	Norwich
The Warner Brothers Company	Bridgeport
M Backes' Sons Inc	Wallingford
<b>Paper Boxes—Folding and Setup</b>	
Bridgeport Paper Box Company	Bridgeport
<b>Paper Clips</b>	
The H C Cook Co (steel) 32 Beaver St	Ansonia
<b>Paper Tubes and Cores</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Parallel Tubes</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Parkerizing</b>	
Clairglow Mfg Company	Portland
<b>Passenger Transportation</b>	
The Connecticut Company (local, suburban and interurban)	New Haven
<b>Pet Furnishings</b>	
The Andrew B Hendryx Co	New Haven
<b>Pharmaceutical Specialties</b>	
Ernst Bischoff Company Inc	Ivoryton
<b>Phosphor Bronze</b>	
The Seymour Mfg Co	Seymour
The Miller Company (sheets, strips, rolls)	Meriden
<b>Phosphor Bronze Ingots</b>	
The Whipple and Choate Company	Bridgeport
<b>Photographic Equipment</b>	
Kalart Company Inc	Stamford
<b>Photo Reproduction</b>	
The New Haven Printing Company	New Haven
<b>Piano Repairs</b>	
Pratt Read & Co Inc (keys and action)	Ivoryton
<b>Piano Supplies</b>	
Pratt Read & Co Inc (keys and actions, backs, plates)	Ivoryton
<b>Pickles</b>	
Goodman Bros	Meriden
<b>Pin Up Lamps</b>	
The Verplex Company	Essex
<b>Pipe</b>	
The American Brass Co (brass and copper)	Waterbury
Howard Co (cement well and chimney)	New Haven
Crane Company (fabricated)	Bridgeport
Bridgeport Brass Co (brass & Copper)	Bridgeport
Chase Brass & Copper Co (red copper)	Waterbury
<b>Pipe Fittings</b>	
Malleable Iron Fittings Co	Branford
The Corley Co Inc (300# AAR)	Plainville
<b>Pipe Plugs</b>	
The Holo-Krome Screw Corporation (counter-sunk)	West Hartford
<b>Plastic Buttons</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
Waterbury Companies Inc	Waterbury
<b>Plasticrete Bloc</b>	
Plasticrete Corp	Hamden
<b>Plastics—Extruded</b>	
Extruded Plastics Inc	Norwalk
<b>Plastics—Moulders</b>	
The Watertown Mfg Co	Watertown
Waterbury Companies Inc	Waterbury
Conn Plastics	Waterbury
The Geo S Scott Mfg Co	Wallingford
<b>Plastics—Moulds &amp; Dies</b>	
The Parker Stamp Works Inc (for plastics)	Hartford
<b>Platers</b>	
The Patent Button Co	Waterbury
The Plainville Electro Plating Co	Plainville
Christie Plating Co	Groton
<b>Platers—Chrome</b>	
The Plainville Electro Plating Co	Plainville
The Hartford Chrome Corporation	Hartford
Nutmeg Chrome Corporation	Hartford
<b>Platers' Equipment</b>	
Apothecaries Hall Company	Waterbury
MacDermid Incorporated	Waterbury
<b>Plating</b>	
Conn Metal Finishing Co	Hamden
<b>Plumbers' Brass Goods</b>	
Bridgeport Brass Co	Bridgeport
Scovill Manufacturing Company	Waterbury 48
<b>Plumbing Specialties</b>	
John M. Russell Mfg Co Inc	Naugatuck
Beaton & Cadwell (also heating)	New Britain
<b>Pole Line</b>	
Malleable Iron Fittings Co	Branford
<b>Polishing Wheels</b>	
The Williamsville Buff Mfg Co	Danielson
<b>Poly Chokes</b>	
The Poly Choke Company (a shotgun choking device)	Tariffville
<b>Postage Meters</b>	
Pitney-Bowes Inc	Stamford
<b>Precious Metals</b>	
The J M Ney Company (for industry)	Hartford
<b>Prefabricated Buildings</b>	
The City Lumber Co of Bridgeport Inc	Bridgeport
<b>Preserves</b>	
Goodman Bros (and jellies)	Meriden
<b>Press Buttons</b>	
Gaynor Electric Company Inc	Bridgeport
<b>Presses</b>	
The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic
The Henry & Wright Manufacturing Company (automatic mechanical)	Hartford
<b>Press Papers</b>	
Case Brothers Inc	Manchester
<b>Pressure Vessels</b>	
The Norwalk Tank Co Inc (unfired to ASME Code Par U 69-70)	South Norwalk
<b>Printing</b>	
The Case Lockwood & Brainard Co	Hartford
The Heminway Corporation	Waterbury
The Walker-Rackliff Company	New Haven
Hunter Press	Hartford
The New Haven Printing Company	New Haven
<b>Printing Presses</b>	
Banthin Engineering Co (automatic)	Bridgeport
<b>Printing Rollers</b>	
The Chambers-Storck Company Inc (engraved)	Norwich
<b>Production Control Equipment</b>	
Wassell Organization (Produc-Trol)	Westport
United Cinephone Corporation	Torrington
<b>Propellers—Aircraft</b>	
Hamilton Standard Propellers Div United Aircraft Corp	East Hartford
<b>Propeller Fan Blades</b>	
The Torrington Manufacturing Co	Torrington
<b>Pumps</b>	
The Yale & Towne Manufacturing Company (Tri-rotor)	Stamford
<b>Pumps—Small Industrial</b>	
Eastern Engineering Co	New Haven
<b>Punches</b>	
The Hoggson & Pettis Mfg Co (ticket & cloth)	141 Brewery St New Haven
<b>Putty Softeners—Electrical</b>	
The Fletcher Terry Co	Box 415 Forestville
<b>Pyrometers</b>	
The Bristol Co (recording and controlling)	Waterbury
<b>Quartz Crystals</b>	
Crystal Research Laboratories Inc	Hartford
<b>Radiation-Finned Copper</b>	
The G & O Manufacturing Company	New Haven
The Vulcan Radiator Co (steel and copper)	Hartford
<b>Railroad Equipment</b>	
The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	Millford
<b>Rayon Specialties</b>	
The Hartford Rayon Corporation	Rocky Hill
<b>Rayon Yarns</b>	
The Hartford Rayon Corp	Rocky Hill
<b>Reamers</b>	
The O K Tool Co Inc (inserted tooth)	33 Hull St Shelton
<b>Recorders</b>	
The Bristol Co (automatic controllers, temperature, pressure, flow, humidity)	Waterbury
<b>Refractories</b>	
Howard Company	New Haven
<b>Regulators</b>	
Norwalk Valve Company (for gas and air)	South Norwalk
<b>Resistance Wire</b>	
The C O Jelliff Mfg Co (nickel, chromium, kanthal)	Southport
<b>Retainers</b>	
The Hartford Steel Ball Co (bicycle & automotive)	Hartford
<b>Riveting Machines</b>	
The Grant Mfg & Machine Co	Bridgeport
L-R Mfg Div of The Ripley Co	Torrington
The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
The H P Townsend Mfg Company	Hartford
<b>Rivets</b>	
The Connecticut Manufacturing Company	Waterbury
Clark Brothers Bolt Co	Milldale
The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
J H Sessions & Sons	Bristol
The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
The Raybestos Div of Raybestos-Manhattan Inc (iron)	Bridgeport
The Plume & Atwood Mfg Co (brass and copper)	Waterbury
The Chromium Process Company	Shelton (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

<b>Rods</b>	
The Bristol Brass Corp (brass and bronze)	Bristol
Scovill Manufacturing Company (Brass and Bronze)	Waterbury 91
<b>Roller Skates</b>	
Winchester Repeating Arms Company Division	New Haven
Olin Industries Inc	New Haven
<b>Rubber Chemicals</b>	
The Stamford Rubber Supply Co ("Factice" Vulcanized Vegetable Oils)	Stamford
<b>Rubberized Fabrics</b>	
The Duro-Gloss Rubber Co	New Haven
<b>Rubber Footwear</b>	
The Goodyear Rubber Co	Middletown
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck
<b>Rubber Gloves</b>	
The Seamless Rubber Company	New Haven
<b>Rubber Products, Mechanical</b>	
The Auburn Manufacturing Company (washers, gaskets, molded parts)	Middletown
<b>Rubbish Burners</b>	
The John P Smith Co	423-33 Chapel St New Haven
<b>Safety Fuses</b>	
The Ensign-Bickford Co (mining & detonating)	Simsbury
<b>Sandblasting</b>	
The Beij & Williams Co	Hartford
<b>Saw Blades</b>	
The Capewell Mfg Co (Hack Saw, Band Saw)	Hartford
<b>Saws, Band, Metal Cutting</b>	
Atlantic Saw Mfg Co	New Haven
<b>Scales—Industrial Dial</b>	
The Kron Company	Bridgeport
<b>Scissors</b>	
The Acme Shear Company	Bridgeport
<b>Screw Caps</b>	
The Weimann Bros Mfg Co (small for bottles)	Derby
<b>Screws</b>	
The Blake & Johnson Co (machine)	Waterville
Corbin Screw Div American Hardware Corp	New Britain
Clark Brothers Bolt Co	Meriden
The Charles Parker Co (wood)	Meriden
Scovill Manufacturing Company	Waterbury 48
The Connecticut Mfg Co (machine)	Waterbury
The Holo-Krome Screw Corporation (socket set and socket cap)	West Hartford
The Chromium Process Company	Shelton
Atlantic Screw Works (wood)	Hartford
<b>Screw Machines</b>	
The H P Townsend Mfg Company	Hartford
<b>Screw Machine Accessories</b>	
Barnaby Manufacturing and Tool Company	Bridgeport
<b>Screw Machine Products</b>	
The Apex Tool Co Inc	Bridgeport
Chas E Lowe Co	Wethersfield
The Connecticut Manufacturing Company	Waterbury
Corbin Screw Div American Hardware Corp	New Britain
The Blake & Johnson Co	Waterville
The Centerless Grinding Co Inc (Heat treated and ground type only)	Bridgeport
19 Staples Street	Bridgeport
The Eastern Machine Screw Corp	New Haven
Truman & Barclay Sts	Forestville
The Humason Mfg Co	Forestville
Geo W Fleming Co	Wallingford
The Greist Mfg Co (Up to 1½" capacity)	New Haven
Scovill Manufacturing Company	Waterbury 91
Nelson's Screw Machine Products	Plantsville
The Plume & Atwood Mfg Co	Waterbury
The Peck Spring Co	Plainville
Watkins Manufacturing Co Inc	Milford
Bristol Screw Corporation	Plainville
Olson Brothers Company (up to ¾" capacity)	Plainville
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic)	Waterbury
<b>Screw Machine Tools</b>	
Somma Tool Co (precision circular form tools)	Waterbury
<b>Sealing Tape Machines</b>	
Better Packages Inc	Shelton
<b>Seasoning</b>	
Maggi Co Inc (Maggi's)	New Milford
<b>Sewing Machines</b>	
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven
The Merrow Machine Co (Industrial)	Hartford
The Singer Manufacturing Company (Industrial)	Bridgeport
<b>Shaving Soaps</b>	
The J B Williams Co	Glastonbury
<b>Shears</b>	
The Acme Shear Co (household)	Bridgeport
<b>Sheet Metal Products</b>	
The American Brass Co (brass and copper)	Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
United Advertising Corp Manufacturing Division (Job and Production Runs)	New Haven
Waterbury Companies Inc	Waterbury
<b>Sheet Metal Stampings</b>	
The American Buckle Co	West Haven
The Patent Button Co	Waterbury
J H Sessions & Son	Bristol
Waterbury Companies Inc	Waterbury
Hall Mfg Co	Ansonia
<b>Shipment Sealers</b>	
Better Packages Inc	Shelton
<b>Showcase Lighting Equipment</b>	
The Wiremold Company	Hartford
<b>Shower Stalls</b>	
Dextone Company	New Haven
<b>Signals</b>	
The H C Cook Co (for card files)	Ansonia
32 Beaver St	Ansonia
<b>Silks</b>	
Cheney Brothers	South Manchester
<b>Sizing and Finishing Compounds</b>	
American Cyanamid & Chemical Corp	Waterbury
<b>Slide Fasteners</b>	
Shoe Hardware Div U S Rubber Company (Kwik zippers)	Waterbury
<b>Smoke Stacks</b>	
The Bigelow Company (steel)	New Haven
<b>Soap</b>	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
<b>Solder—Soft</b>	
Torrey S Crane Company	Plantsville
<b>Special Machinery</b>	
The H P Townsend Mfg Company	Hartford
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
The Henry & Wright Manufacturing Company	Hartford
Lundberg Engineering Company	Hartford
Boesch Mfg Co Inc (designed and built)	Danbury
<b>Special Parts</b>	
The Greist Mfg Co (small machined, especially precision stampings)	New Haven
<b>Special Industrial Locking Devices</b>	
Corbin Cabinet Lock Div American Hardware Corp	New Britain
<b>Special Tools &amp; Dies</b>	
Lundberg Engineering Company	Hartford
<b>Spinnings</b>	
The Gray Manufacturing Company	Hartford
<b>Sponge Rubber</b>	
The Sponge Rubber Products Co	Shelton
<b>Spreads</b>	
Palmer Brothers Company	New London
<b>Spring Coiling Machines</b>	
The Torrington Manufacturing Co	Torrington
<b>Spring Units</b>	
Owen Silent Spring Co Inc (mattresses and furniture)	Bridgeport
<b>Spring Washers</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Springs—Coil &amp; Flat</b>	
The Humason Mfg Co	Forestville
The Wallace Barnes Co Div Associated Spring Corp	Bristol
The Han-Dee Spring and Manufacturing Co (Coil and Flat)	Hartford
The Peck Spring Co	Plainville
<b>Springs—Flat</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Springs—Furniture</b>	
Owen Silent Spring Co Inc	Bridgeport
<b>Springs—Wire</b>	
The Connecticut Spring Corporation (compression, extension, torsion)	Hartford
The Wallace Barnes Co Div Associated Spring Corp	Bristol
New England Spring Mfg Co	Unionville
J W Bernston Company (Coil and Torsion)	Plainville
D R Templeman Co (jewelry)	Plainville
<b>Springs, Wire &amp; Flat</b>	
The Autoyre Company	Oakville
<b>Stair Pads</b>	
Palmer Brothers Company	New London
<b>Stamps</b>	
The Hoggson & Pettis Mfg Co (steel)	New Haven
141 Brewery St	New Haven
The Parker Stamp Works Inc (steel & rubber)	Hartford
<b>Stampings</b>	
The Han-Dee Spring and Manufacturing Co (Small)	Hartford
<b>Stampings—Small</b>	
Rogers Corporation (Fibre Cellulose Paper)	Manchester
The Greist Manufacturing Co	New Haven
Scovill Manufacturing Company	Waterbury 91
The Wallace Barnes Co Div Associated Spring Corp	Bristol
Waterbury Companies Inc	Waterbury
The L C White Company	Waterbury
<b>Steel</b>	
The Stanley Works (hot and cold rolled strip)	New Britain
<b>Steel Castings</b>	
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford
Malleable Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
<b>Steel—Cold Rolled Spring</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Steel—Cold Rolled Stainless</b>	
Wallingford Steel Company	Wallingford
<b>Steel—Cold Rolled Strip and Sheets</b>	
Wallingford Steel Company	Wallingford
<b>Steel Goods</b>	
Merriam Mfg Co (sheets products to order)	Durham
Waterbury Companies Inc	Waterbury
<b>Steel—Magnetic</b>	
Cinaudagraph Corporation	Stamford
<b>Steel Strapping</b>	
The Stanley Works	New Britain
<b>Steel—Structural</b>	
The Berlin Construction Co Inc (fabricated)	Berlin
<b>Stereotypes</b>	
W T Barnum & Co Inc	New Haven
<b>Stop Clocks, Electric</b>	
The H C Thompson Clock Co	Bristol
<b>Straps, Leather</b>	
The Auburn Manufacturing Company (textile, industrial, skate, carriage)	Middletown
<b>Studio Couches</b>	
Waterbury Mattress Co	Waterbury
<b>Super Refractories</b>	
The Mullite Refractories Co	Shelton
<b>Surface Metal Raceways &amp; Fittings</b>	
The Wiremold Company	Hartford
<b>Surgical Dressings</b>	
The Seamless Rubber Company	New Haven
Acme Cotton Products Co Inc	East Killingly
<b>Surgical Rubber Goods</b>	
The Seamless Rubber Company	New Haven
<b>Switchboards Wire and Cables</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Synchronous Motors</b>	
The R W Cramer Company Inc	Centerbrook
<b>Tanks</b>	
The Bigelow Company (steel)	New Haven
Storts Welding Company (steel and alloy)	Meriden
<b>Tape</b>	
The Russell Mfg Co	Middletown
<b>Tap Extractors</b>	
The Walton Co	94 Allyn St Hartford (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

**Taps, Collapsing**  
The Geometric Tool Co New Haven

**Tarred Lines**  
Brownell & Co Inc Moodus

**Tea**  
Upham Food Products Inc (package and tea balls) Hawleyville

**Telemetering Instruments**  
The Bristol Co Waterbury

**Textile Machinery**  
The Merrow Machine Co 2814 Laurel St Hartford

**Textile Mill Supplies**  
Ernst Bischoff Company Inc Ivoryton

**Textile Processors**  
The Aspinook Corp (cotton) Jewett City  
American Dyeing Corporation (rayon, acetate) Rockville

**Therapeutic Equipment**  
Airadio Incorporated Stamford

**Thermometers**  
The Bristol Co (recording and automatic control) Waterbury

**Thermostats**  
Bridgeport Thermostat Company Inc (automatic) Bridgeport

**Thin Gauge Metals**  
The Thinsheet Metals Co (plain or tinned in rolls) Waterbury

**Thread**  
Max Pollack & Co Inc Groton & Willimantic  
The American Thread Co Willimantic  
The Gardiner Hall Jr Co (cotton sewing) South Willington  
Wm Johl Manufacturing Co Mystic  
The Lloyd E Cone Thread Co (industrial cotton sewing) Moodus

**Threading Machines**  
The Grant Mfg & Machine Co (double and automatic) Bridgeport

**Time Recorders**  
Stromberg Time Corp Thomaston

**Timers, Interval**  
The H C Thompson Clock Co Bristol  
The R W Cramer Company Inc Centerbrook

**Timing Devices**  
Seth Thomas Clocks Thomaston  
The United States Time Corporation Waterbury

**Timing Devices & Time Switches**  
The R W Cramer Company Inc Centerbrook  
M H Rhodes Inc Hartford

**Tinning**  
Wilcox Crittenden & Co Inc Middletown  
The Thinsheet Metals Co (non-ferrous metals in rolls) Waterbury

**Tool Designing**  
American Standard Co Plantsville

**Tools**  
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St New Haven  
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St Shelton

**Tools & Dies**  
Moore Special Tool Co Bridgeport

**Tools, Dies & Fixtures**  
The Greist Mfg Co New Haven  
The Parker Stamp Works Inc (special) Hartford  
Fonda Gage Company (also jigs) Stamford

**Toys**  
A C Gilbert Company New Haven  
The Gong Bell Co East Hampton  
The N N Hill Brass Co East Hampton  
Waterbury Companies Inc Waterbury  
The Geo S Scott Mfg Co Wallingford

**Trucks—Industrial**  
George P Clark Co Windsor Locks  
The State Welding Company Hartford

**Trucks—Lift**  
The Excelsior Hardware Co Stamford  
George P Clark Co Windsor Locks

**Trucks—Skid Platforms**  
The Excelsior Hardware Co (lift) Stamford

**Tube Bending**  
American Tube Bending Co Inc New Haven

**Tube Clips**  
The H C Cook Co (for collapsible tubes) 32 Weaver St Ansonia  
The Weimann Bros Mfg Co (for collapsible tubes) Derby

**Tubing**  
The American Brass Co (brass and copper) Waterbury  
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing (Extruded Plastic)**  
Extruded Plastics Inc Norwalk

**Tubing—Heat Exchanger**  
Scovill Manufacturing Company Waterbury 91

**Turret Lathe Products**  
Geo W Fleming Co Wallingford

**Typewriters**  
Underwood Corporation Hartford  
Royal Typewriter Co Inc Hartford

**Typewriter Ribbons and Supplies**  
Underwood Corporation Hartford and Bridgeport

**Underclearer Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Union Pipe Fittings**  
The Corley Co Inc (300# AAR) Plainville

**Upholstery Fabrics—Woolen & Worsted**  
Broad Brook Company (automobile, airplane, railroad) Broad Brook

**Vacuum Bottles and Containers**  
American Thermos Bottle Co Norwich

**Vacuum Cleaners**  
The Spencer Turbine Co Hartford

**Valves**  
Norwalk Valve Company (sensitive check valves) South Norwalk

**Valves—Automatic Air**  
Beaton & Cadwell Mfg Co New Britain

**Valves—Relief & Control**  
Beaton & Cadwell Mfg Co New Britain

**Varnishes**  
The Staminite Corp New Haven

**Velvets**  
The Velvet Textile Corporation (velveteen) West Haven  
The Leiss Velvet Mfg Co Inc Willimantic

**Ventilating Systems**  
Colonial Blower Company Hartford  
Connecticut Blower Company Hartford

**Vises**  
The Charles Parker Co Meriden  
The Fenn Manufacturing Company (Quick-Action Vises) Hartford

**Washers**  
The Blake & Johnson (brass, copper & non-ferrous) Waterville  
American Felt Co (felt) Glenville  
Clark Brothers Bolt Co Milldale  
The Sessions Foundry Co (cast iron) Bristol  
J H Sessions & Son Bristol  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport  
The Auburn Manufacturing Company (all materials) Middletown  
The Plume & Atwood Mfg Co (brass & copper) Waterbury  
Saling Manufacturing Company (made to order) Unionville

**Watches**  
Benrus Watch Co 30 Cherry St Waterbury  
The United States Time Corporation Waterbury  
The New Haven Clock and Watch Co (pocket & wrist) New Haven

**Waterproof Dressings for Leather**  
The Viscol Company Stamford

**Wedges**  
Saling Manufacturing Company (hammer & axe) Unionville

**Welding**  
The Porcupine Company Bridgeport  
The State Welding Company Hartford  
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

**Welding—Lead**  
Storts Welding Company (tanks and fabrication) Meriden

**Welding Rods**  
The Bristol Brass Co (brass & bronze) Bristol

**Wheels**  
Hall Mfg Co Ansonia

**Wheels—Industrial**  
George P Clark Co Windsor Locks

**Wicks**  
The Russell Mfg Co Middletown  
The Raybestos Div of Raybestos-Manhattan Inc Bridgeport  
The Auburn Manufacturing Company (felt, asbestos) Middletown

**Wire**  
The Bristol Brass Corp (brass & bronze) Bristol  
The Driscoll Wire Co (steel) Shelton  
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted  
The Atlantic Wire Co (steel) Branford  
The Platt Bros & Co (zinc wire) Waterbury  
P O Box 1030 Waterbury  
Rockbestos Products Corp (asbestos insulated) New Haven  
Scovill Manufacturing Company (Brass, Bronze, and Nickel Silver) Waterbury 91

**Wire Arches and Trellis**  
The John P Smith Co New Haven  
423-33 Chapel St

**Wire Baskets**  
Rolock Inc (for acid, heat, degreasing) Fairfield

**Wire Cable**  
The Bevin-Wilcox Line Co (braided) East Hampton

**Wire Cloth**  
The C O Jelliff Mfg Co (all metals, all meshes) Southport

**Wire Drawing Dies**  
The John P Smith Co New Haven  
423-33 Chapel St  
Rolock Incorporated Fairfield

**Wire Dipping Baskets**  
The John P Smith Co New Haven  
423-33 Chapel St

**Wire—Enameled Magnet**  
Sweet Wire Co Winsted

**Wire Formings**  
The Autoyre Co Oakville  
The Verplex Company Essex

**Wire Forms**  
The Connecticut Spring Corporation Hartford  
The Humason Mfg Co Forestville  
The Wallace Barnes Co Div Associated Spring Corp Bristol  
New England Spring Mfg Co Unionville

**Wire Goods**  
The Patent Button Co Waterbury  
The American Buckle Co (overall trimmings) West Haven  
Scovill Manufacturing Company (To Order) Waterbury 91

**Wiremolding**  
The Wiremold Company Hartford

**Wire Products**  
Clairglow Mfg Company Portland

**Wire Reels**  
The A H Nilson Mach Co Bridgeport

**Wire Partitions**  
The John P Smith Co New Haven  
423-33 Chapel St

**Wire Rings**  
The American Buckle Co (pan handles and tinners' trimmings) West Haven

**Wire Shapes**  
Bridgeport Chain & Mfg Co Bridgeport

**Wire—Specialties**  
The Andrew B Hendryx Co New Haven

**Wood Handles**  
The Salisbury Cutlery Handle Co (for cutlery & small tools) Salisbury

**Woodwork**  
C H Dresser & Son Inc (Mfg all kinds of woodwork) Hartford  
Hartford Builders Finish Co Hartford

**Woven Awning Stripes**  
The Falls Company Norwich

**Yarns**  
The Ensign-Bickford Co (jute carpet) Simsbury  
The Aldon Spinning Mills Corporation (fine woolen and specialty) Talcottville

**Zinc**  
The Platt Bros & Co (ribbon, strip and wire) Waterbury  
P O Box 1030

**Zinc Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

# ALLEN



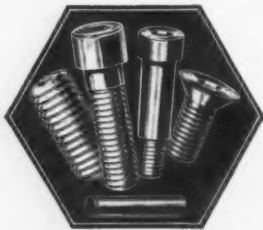
## TRU-GROUND DOWEL PINS

All you know to be symbolized by the ALLEN trade mark,—in metallurgy, precision workmanship, product-DEPENDABILITY,—all this applies to **TRU-GROUND Dowel Pins** in these particulars:

We make them of special-analysis ALLENOY steel, heat-treated to an extremely hard surface, with a core of the *right* hardness to prevent "mushrooming" when driven into a tight hole.

We grind them to a limit of .0002" over basic size, with an allowable tolerance of plus or minus .0001". Surfaces are finely polished; subsequently treated with a rust-preventive.

Their tensile strength is 240,000 to 250,000 psi. By their strength and accuracy they dependably uphold precision standards in tool, die and machine assemblies.



Ask your local ALLEN Distributor for samples and dimensional data... the same Distributor who serves you dependably with Allen Hex-Socket Screws.

**THE ALLEN MFG. COMPANY**  
HARTFORD, CONNECTICUT, U. S. A.

## Service Section

**SALES MANAGER.** Varied background and successful record of industrial and technical sales. Engineering graduate. Experienced in branch and general sales management, advertising and publicity. 39 years old. Address PW 1450.

**FOR SALE:** 1 "F & E" Anthracite Stoker, series No. 40-A-3X, ram feed grate type with full front. Underfeed. New. Address SE 1135.

**WANTED:** Large quantity 7/16 x .032 Brass Tubing. Address SE 1154.

**FOR SALE:** 1 No. 5 Fireman's Stoker with automatic starter, pressure control, clock, splicer bar and clinker tongs. Used only 18 months. Address SE 1158.

**FOR SALE:** Rex Concrete Mixer Model 7S, equipped with pneumatic wheels, Hauck heater and fuel tank, all in good condition. Capacity 7 cu. ft. of heated concrete. Address SE 1159.

**FOR SALE:** 1 WC-25 high frequency induction heating unit equipped with 38KVA Step Down Auto Transformer—3 phase 25 Kilowatts and work table. Address SE 1164.

**WANTED:** Hot rolled steel in sheets or plates 14 gauge and up. Can use substantial quantities. Address SE 1171.

**WANTED:** Badly in need of tumbling barrels of following sizes: Henderson, Horizontal 26 x 30 or 26 x 40 preferred; Abbott, about the same sizes; Baird, Tilting; Globe, Tilting or Horizontal. Address SE 1172.

**WANTED:** Copper or Brass, Coil or Sheet. Suitable for taking 15 x 5 blank. Soft temper preferred 26 through 22 gauge. Address SE 1174.

**WANTED:** Steel tubing—1 1/4" OD. x .049" thickness—also 1 1/4" OD x .049"—quantity 4500 and 2475 feet. Address SE 1176.

**FOR SALE:** "F & E" Anthracite Stoker, series No. 40-A-3X ram feed grate type with full front. Underfeed. Never installed and is in the crate in which it was shipped. Address SE 1178.

**FOR SALE:** One No. 20 Winkler and two No. 10 Winkler industrial stokers in excellent condition. Address SE 1180.

**WANTED:** Bridgeport Turret Vertical Milling Machine. Address SE 1183.

**SMALL COMPANY** specializing in jig boring is seeking work to do. Address MTA 316.

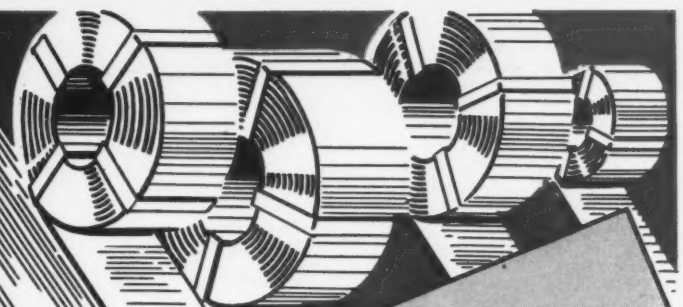
**FACILITIES** are open for copper, nickel and chromium plating. Address MTA 317.

**MANUFACTURERS' AGENT**—Sales manager and Treasurer of Conn. company available July 1st desires to represent companies manufacturing items of merit as manufacturers' agent or distributor. Territory New England or Eastern Seaboard states. Address SA 25.

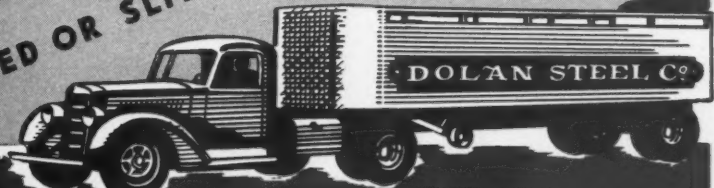
**WANTED:** Electrical Control Lines for representation in Conn., western Mass. and Vermont or all New England by Electrical Field Engineer with 15 years sales engineering experience. Address SA 26.

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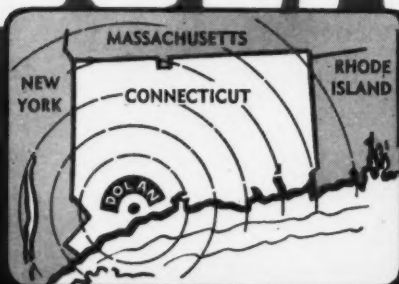
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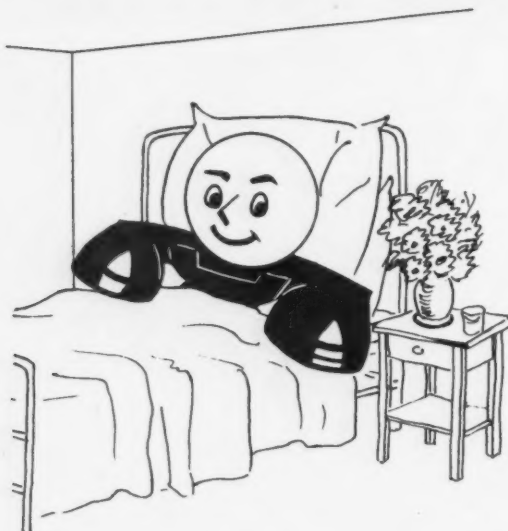
**IMMEDIATE SHIPMENT**  
*Specializing in*  
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